

# The CHEMIST AND DRUGGIST

for RETAILER - WHOLESALE - MANUFACTURER

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

2. 3 2 2 2  
OL CXXXVI

NOVEMBER 8, 1941

Annual Subscription (with  
Diary 25/- Single Copies 9d.

*The Wright soap for  
the whole family!*



**WRIGHT'S** *Coal Tar Soap*  
Unsurpassed for Purity · Quality and Merit for over 75 years

WRIGHT LAYMAN & UMNEY LTD., SOUTHWARK, LONDON, S.E.1

# WANT RAZOR BLADES? *GET MULTISHAVES!*

## The Solution to the RAZOR BLADE SHORTAGE

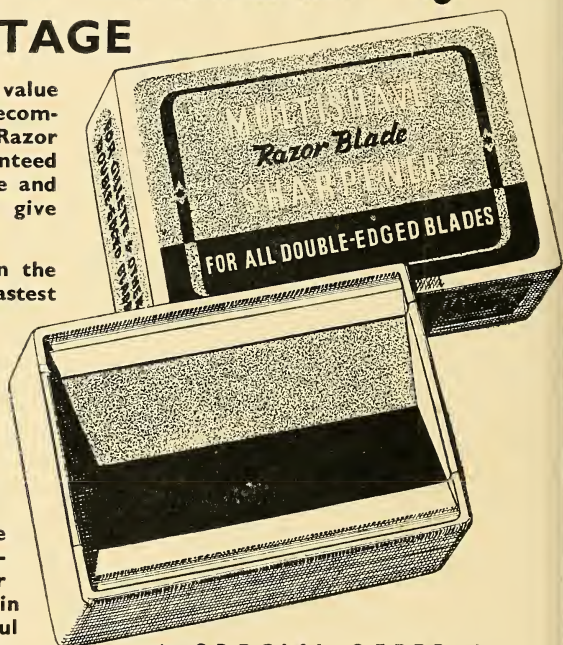
Progressive Chemists who value their customers' confidence recommend the Multishave Safety Razor Blade Sharpener — the guaranteed sharpener that makes Gillette and other double-edged blades give many extra smooth shaves.

The sharpening agent used in the Multishave is the finest, fastest cutting abrasive known.

The bluntest blade, even if it has been stropped or rubbed on a tumbler or other glass article until it is beyond hope, can be given a new edge in ten seconds with the Multishave.

There are no glass parts to the Multishave—no fear of breakage or accidents. It is ideal for travellers, particularly men in the Forces, and is a thoughtful gift.

Your customers must shave. If you are short of blades, sell Multishaves. You make fourpence-halfpenny profit on each Multishave outfit. Retail price 1s. 6d., including purchase tax. Trade price 10s. per dozen, plus tax. Packed three dozen to a carton, complete with smart showcard.



### ★ SPECIAL OFFER ★

To create a large sale immediately for Multishaves in your district, to your advantage, in consideration of your order for 12 cartons each 3 doz. Multishave Safety Razor Blade Sharpeners

**YOU GET FREE OF CHARGE**

13 weekly advertisements in your local evening or weekly newspaper, mentioning your name only as Multishave stockists.

This advertising sells many Multishaves for you.

**ORDER MULTISHAVE OUTFITS FROM YOUR WHOLESALER**  
or send direct to

**MULTISHAVE Limited, Fortess Grove, LONDON, N.W.5**

Telephone: GULLIVER 1467





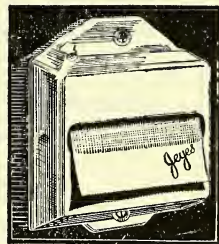
BY APPOINTMENT

Now that private enterprise is more or less in the melting pot, it is worthy of note that sixty years ago it was the HOUSE OF JEYES', and the Government, that focused public attention on the danger of germs spreading preventable diseases. The value of systematic disinfection in self-defence was then little understood. Carbolic acid was practically the only disinfectant available, and its corrosive and highly poisonous nature often did "more harm than good." The great scientific discoveries which led to the production of JEYES' FLUID in 1878 put the big battalions on the side of defence against infection by germs, for the germicidal power of JEYES' FLUID was not only many times greater than that of carbolic acid, but it was also non-corrosive and safe in use.

The importance of disinfection was so forcibly presented that "JEYES'" became a household word, and public confidence was assured by the words "DISINFECTED WITH JEYES' FLUID" ubiquitously displayed on glass tablets in hotels, in public lavatories, theatres, cinemas, at shows, exhibitions, Air Force pageants, etc. In these and many other ways the need for disinfection in the home, factories and offices, and in public places was established—by JEYES'. Indeed, it is perhaps impossible to name any other proprietary article which has contributed so much to the national health for sixty years, and it is significant that the makers of JEYES' FLUID have been honoured with the Royal Warrant in five successive reigns.

In the meantime, quite naturally, other disinfectants have been introduced, but the description of JEYES' FLUID as "the best disinfectant" still remains unchallenged, because (1) it is a powerful and effective germicide, supplied in highly concentrated form; (2) it contains no scheduled poison, is non-corrosive, and is therefore safe in the home; (3) it remains stable and effective indefinitely, to the last drop in the bottle; (4) it is a recognised public utility, and as such is *not* subject to Purchase Tax. The great demand for JEYES' FLUID for cleansing and disinfecting shelters has caused stockists here and there to run temporarily out of supplies, but there is no shortage, and stockists are to be found everywhere. ★

Only those who can remember the haphazard conditions which prevailed in lavatories before JEYES' introduced their hygienic toilet box, with its interfolded sheets of pure manilla tissue, will fully appreciate the importance of this toilet refinement. It is regretted that the shortage of paper has caused a considerable reduction in output, and that the quality of the paper now used is also controlled by the Government, but the available supplies are evenly distributed throughout the country, and the indulgence of users and stockists alike is requested.



Issued by Jeyes' Sanitary Compounds Company Ltd.,  
Millbrook, Chigwell, Essex.

The above advertisement is appearing several times in over 500 national and local newspapers between October 14th, 1941 and January 31st, 1942, and we trust you will keep stocks on hand to meet any demand.

★ Bottles or Tins in the window or on the counter may bring a sale.

## Memo from OPTREX L<sup>TD</sup>.

### REVISED SELLING ARRANGEMENTS

Owing to the shifting of our protected staff and our Laboratories to work of urgent importance in the war effort, coupled with the drastically reduced amount of raw materials available for our own products, we have been compelled to revise our selling arrangements.

We are sorry to tell you that after October 24th, we shall not be able to supply you direct. We shall carry out all orders in our hands by Friday, October 24th, but after that date we must ask you to order from your Wholesaler. There will be no alteration in Trade and Retail prices. As supplies will be drastically curtailed orders should be kept within as reasonable limits as possible.

We do not like this situation any more than you do. As old C.F. supporters we have always tried to maintain direct contact with our Chemist friends, and although we shall not be supplying you direct we shall continue to keep in touch with you in every possible way—and particularly through our Representatives, who will be only too glad to assist and advise you.

We shall also continue to advertise our lines—not on the scale of recent years but sufficiently to keep our brand names alive.

Meanwhile, we look forward to the day when our normal activities may be resumed.

Yours faithfully,  
Optrex Limited,



Managing Director.

Wadsworth Road, Perivale,  
Greenford, Middlesex.



# Additional Bonus Parcels of CROOKES' HALIBUT OIL

Our Bonus Parcels Scheme has been a general success and we are now able to announce an extension to it. For the benefit of those chemists who prefer to sell halibut oil in capsules we are issuing two new parcels, E and F, which will be made up of *capsules only*. Details of the two new parcels and the original four, together with the conditions for their purchase, are given below and in the accompanying panel.

1. *Bonus in kind will only be allowed on SIX standard parcels of Halibut Oil (drops and capsules), details of which are shown here. It will be possible to include two or more of the standard parcels in any one order.*

2. *Every order for these bonus parcels must be accompanied by CASH.*

3. *Orders for quantities or combinations other than those stated, and orders received without cash, will be executed without bonus in kind.*

4. *Bonus in kind will not be allowed on other halibut oil products (Haly-calcyne, Halidexol, Halibut Ointment).*

**Crookes**



## CROOKES' HALIBUT OIL Standard Bonus Parcels (Drops and Capsules)

	Bonus	Sell	£ s. d.
<b>PARCEL A = 3 DOZEN</b>			
24 x 5 c.c. Drops	2	2/-	2 8 0
12 x 25 Capsules	1	2/6	1 10 0
			3 18 0
Less 25%			19 6
.. 10%			2 18 6
<b>*Amount of cash with order</b>			<b>5 10</b>
<b>PARCEL B = 3 DOZEN</b>			
18 x 5 c.c. Drops	2	2/-	1 16 0
18 x 25 Capsules	1	2/6	2 5 0
			4 1 0
Less 25%			1 0 3
.. 10%			3 0 9
<b>*Amount of cash with order</b>			<b>6 1</b>
<b>PARCEL C = 6 DOZEN</b>			
36 x 5 c.c. Drops	6	2/-	3 12 0
36 x 25 Capsules	6	2/6	4 10 0
			8 2 0
Less 25%			2 0 6
.. 10%			6 1 6
<b>*Amount of cash with order</b>			<b>12 2</b>
<b>PARCEL D = 6 DOZEN</b>			
30 x 5 c.c. Drops	5	2/-	3 0 0
6 x 15 c.c. "	1	5/-	1 10 0
30 x 25 Capsules	5	2/6	3 15 0
6 x 100 "	1	8/6	2 11 0
			10 16 0
Less 25%			2 14 0
.. 10%			8 2 0
<b>*Amount of cash with order</b>			<b>16 2</b>
<b>PARCEL E = 3 DOZEN</b>			
36 x 25 Capsules	3	2/6	4 10 0
Less 25%			1 2 6
.. 10%			3 7 6
<b>*Amount of cash with order</b>			<b>6 9</b>
<b>PARCEL F = 3 DOZEN</b>			
36 x 100 Capsules	3	8/6	15 6 0
Less 25%			3 16 6
.. 10%			11 9 6
<b>*Amount of cash with order</b>			<b>1 2 11</b>

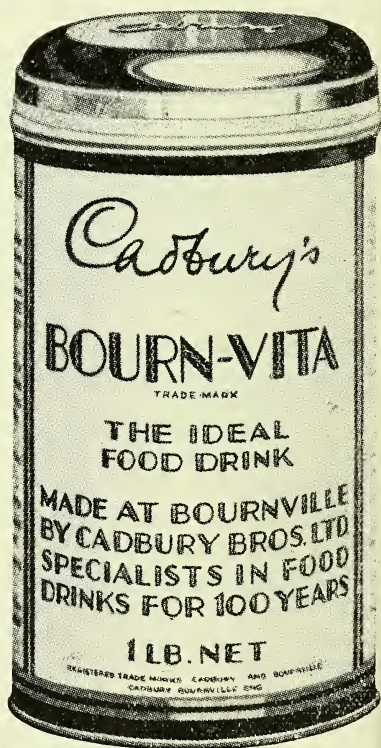
THE CROOKES LABORATORIES (British Colloids Ltd.) LONDON, N.W.10

Telephone: Willesden 6313 (5 lines)

Telegrams: Collosols, Harles, London

# *NEEDS NO SUGAR*

**SOOTHES NERVES AND  
PROMOTES  
DEEP  
REFRESHING  
SLEEP**



*Cadbury's*  
**BOURN-VITA**

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## A NOTE TO OVERSEAS BUYERS

*The fact that goods made of raw materials in short supply owing to war conditions are advertised in this paper should not be taken as an indication that they are necessarily available for export.*

## THE "NOSHOK" (Rubber Set) LUNAR CAUSTIC PENCIL

PRACTICALLY UNBREAKABLE

## A STURDY ARTICLE

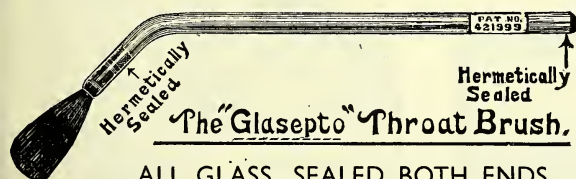
*British Made Throughout*



RETAIL PRICE 4/6 doz.

Purchase Tax extra

British Pat. No. 497604



ALL GLASS, SEALED BOTH ENDS

## A NEAT TELLING SHOWCARD

Supplied with every dozen  
THERE IS NO OTHER BRUSH  
TO COMPARE WITH IT FOR  
DESIGN, QUALITY & UTILITY

RETAIL PRICE 5/- doz.

BENT OR STRAIGHT

ORDER EARLY & SMALL. EXPORT ORDERS RECEIVE PRIORITY, BUT  
HOME TRADE IS NOT NEGLECTED

M. J. FECHER, LTD., SLOUGH TRADING ESTATE, SLOUGH, BUCKS

'Phone: SLOUGH 21864

ESTABLISHED 1891



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## Better safe than sorry .....

**TERMS**

Nett cash. All prices subject to + purchase tax, unless registered.

Stocks are not too plentiful and will get less so. Order what you will need NOW and save disappointing your Customers.

Attractive moulded torch-case in many colours. Takes standard 2-cell No. 8. Fitted patented "SLOTTED MASK" giving ample light but diffuses and masks bulb, thus avoiding strong dazzling beam. 10/6 doz.

Ideal Moulded "MIDGET TORCH". Takes 1-cell No. 8. Flash or permanent contact. Assorted colours. 4/6 doz.

Well-made metal torch-case, nickel-plated. Takes 2-U. 2 cells. Slide switch. 20/- doz.

Beautifully finished moulded PEN Torch-case fitted with pocket clip. Takes standard 2-cell pen battery. 15/- doz.

British Made metal cycle Lamp with rear lamp connection and special "Dimmed Light" complying with regulations. Also IDEAL FOR A.R.F. LAMP. 30/- doz.

**FLASH-LAMP BULBS**

1.5 v. 11 mm. 0.20 amp.	12/6 per 100.
2.5 v. 11 mm. 0.20 amp.	9/- per 100.
3.5 v. 11 mm. 0.20 amp.	10/- per 100.

All these bulbs are spot clear and tested in our warehouse before dispatch and bear label on box to that effect. All other types of bulbs and torch-cases in stock.

## SAMS DISTRIBUTION LIMITED.

7, SOUTHAMPTON PLACE,

LONDON W.C.I.

Phone: HOLborn 7080

# It pays to display PENETROL

Keep up your counter displays and link up with our winter advertising campaign

**PENETROL**  
BRAND  
INHALANT DROPS  
TABLETS PASTILLES



W. B. CARTWRIGHT LTD. · RAWDON · LEEDS

THE high standard of advertising which characterises Rendell's Products is in keeping with their excellence of manufacture. The pharmacist who displays Rendell's Products increases prestige and turnover alike. Keep ample stocks of Nurse Drew's Booklet, "Hygiene for Women," which thousands of women are demanding daily.

*Rendell's*  
**PRODUCTS**  
 FOR FEMININE HYGIENE

W. J. RENDELL LTD. HARDWICK HOUSE · 161-5 ROSEBERY AVENUE · LONDON E.C.1





**Nov. 11<sup>th</sup>**

*Please  
give  
generously  
for  
your  
Poppy*



Space for this announcement was  
given by

**ARTHUR H. COX  
& CO. LTD.**

*Manufacturing Chemists*  
**BRIGHTON**

**"HARLENE"**

**FAMOUS  
FOR OVER  
50  
YEARS**



**STILL  
The Most  
Popular Range  
of Preparations  
FOR THE HAIR**

"HARLENE" Hair Preparations have held the foremost place in public confidence for well over 50 years. Throughout the world they are known and respected as the most effective products for their purpose. In view of the restrictions necessarily imposed upon home trade they will be in short supply. You should get at least your share of the supplies that can be released from time to time through your usual channel.

*Should you fail to do so please  
write direct to*

**EDWARDS HARLENE LTD.  
58 GOUGH STREET  
LONDON, W.C.1**

*(Please Note New Address)*





Part of the Wharf Road Extraction Plant.

## PHARMACEUTICAL EXTRACTS

StaffAllenS manufacture a wide range of Pharmaceutical Extracts in many different forms, solid, liquid, granulated or powdered. Concentrated extracts for making Tinctures, Infusions, Liquid Extracts, etc., are an important line. Notable features shared by all StaffAllenS Extracts are their uniformly high quality and the fact that only the finest raw materials are used in their manufacture.

# StaffAllenS

STAFFORD ALLEN & SONS LTD.

WHARF ROAD, LONDON, N.1.

Phone: (Clerkenwell 1000 (7 lines))



TAS/al.73

B



# SAVES STEEL AND MONEY

MINIMUM  
RETAIL PRICE

1/6 (INCLUDING  
PURCHASE TAX)

EACH PACKED IN A  
SEPARATE CARTON  
WITH INSTRUCTIONS  
FOR USE.

ATTRACTIVE WHOLE-  
SALE TERMS ON  
APPLICATION TO THE  
MANUFACTURERS.

BY MAKING ONE SAFETY-RAZOR BLADE  
LAST FOR HUNDREDS OF SHAVES.  
THESE HONES ARE MADE IN GLASS  
OF UNIQUE PROPERTIES WITH A  
SPECIALLY PREPARED SURFACE AND  
ARE PATENTED THROUGHOUT THE  
WORLD.

**WOOD BROS. GLASS CO., LTD.**

(DEPT. H.1)  
ESTABLISHED 1828

**BARNESLEY**

TELEPHONE 3637-8-9

**ENGLAND**

TELEGRAMS: "WOODS, BARNESLEY"



SPECIALISTS IN THE MANUFACTURE OF

# TABLETS & PILLS



SINCE

1860

Also... AMPOULES · EMULSIONS · EXTRACTS  
INFUSIONS · OINTMENTS · SUPPOSITORIES.

PROPRIETARY AND OWN FORMULA PILLS AND TABLETS

*We invite enquiries from Wholesalers and Exporters for all  
classes of Pharmaceutical Preparations in bulk or packed*

**RICHARD DANIEL & SON, LTD, DERBY.**

TELEPHONE: DERBY 4266/7/8

TELEGRAMS: DANIA DERBY.



ESTABLISHED  
1904

**Specialists**  
the manufacture  
of  
**Tablets**  
and  
**Pills**

Over 30 years of Specialised  
Manufacturing Experience  
assure you of

## QUALITY and ACCURACY

Our PRICES are COMPETITIVE

"Own Brand" printing for packed lines if required

**Special Quotations for Wholesale Quantities**  
packed or in bulk

### PROPRIETARY REMEDIES

We exercise the greatest care in the manufacture  
of proprietary lines and can supply either in  
bulk or ready packed for market including  
printing special designs of labels and cartons

*The*  
**Cooper Laboratory**  
*Watford*

Telephone:  
3612

Telegrams:  
"Science"



# "SURCO"

RELIABLE

## ELASTIC HOSIERY

SEAMED AND SEAMLESS

For special garments to measure  
we give the best possible service

## BODY BELTS TRUSSES SUNDRIES

Permit us to quote you

### SURGICAL HOSIERY CO. LTD.

Russell Street - NOTTINGHAM

Telephone No. 75903 Telegrams: Surgical Nottm.

# HEWARDS

Abdominal  
Belts



ORDER THROUGH  
YOUR  
WHOLESALE

Particulars of the  
illustrated here or of  
others from the extensive  
and comprehensive range  
of appliances made by  
Hewards will be gladly  
forwarded on receipt of  
a postcard.

## The R. H. Heward Co.

CROWN ROAD WORKS  
TWICKENHAM

Phone: 2243 4  
POPE'S GROVE

Grams:  
BELTRUSS, TWICKENHAM

# WARDONIA



THE RAZOR BLADE  
FOR BIGGER SALES  
AND BIGGER PROFIT

Send your order NOW to Sole Makers

THOMAS WARD & SONS LTD. WARDONIA WORKS, SHEFFIELD, ENGLAND



MR. WANIE regrets  
he is hard to get today

But remember to tell your  
customers he is worth waiting  
for. Both they and you can  
rest assured that we are doing  
our utmost to keep you supplied  
and to share our good fortune  
fairly.

"The BLADE that makes  
your face SMILE!"

LONDON & PROVINCIAL FACTORS, LTD.  
Wanie House, Aylmer Parade, London, E.C. 4

For  
first  
class

## TABLET MANUFACTURING SERVICE

and Chemists' Sundries

D. MAWDSLEY & CO. Manufacturing Chemists  
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## VIV

An Ethical Product for the

### DISPERSAL OF VARICOSE CONDITIONS

ORAL administration. A glucoside which has the property  
of dissociating in a gradual and harmless manner, the coagulated  
thrombin on the vein walls. Sale confined entirely to Pharmacists.

Retail Price 5/-

A display bonus on 1/2 doz. showing 37% on selling  
VIV PHARMACEUTICALS LIMITED - WINCHESTER

The PERFECT  
air-tight closure  
for all containers

## 'TRANSOTAPE'

CELLULOSE SELF-ADHESIVE TAPE

Samples & Prices from

JOHN GOSHERON & CO. LTD. Gayford Rd. LONDON W12

It's AIRPROOF  
WATERPROOF  
and GERMPROOF

# There will always be an insistent demand for **SHERLEY'S** DOG PREPARATIONS

Despite the abnormal conditions prevailing, there will always be an insistent demand for Sherley's Dog Preparations as they are recognised by Owners everywhere as the True Standard of Excellence. It would therefore be wise to stock your shelves to capacity so as not to run the risk of disappointing regular customers. We, on our part, will continue to support retailers to the utmost, and maintain the fullest supplies possible.

**STOCK YOUR SHELVES** with Sherley's Tonic and Condition Powders Sherley's Worm Medicines Sherley's Aperient Powders Sherley's Skincure Sherley's Canker Lotion and Powder Sherley's Fit Tablets Sherley's Veterinary Ointment Sherley's Formalin Soap Lactol Biscuits Sherley's Dog and Cat Books

**FREE DISPLAY MATERIAL.** Bold, attractive Display Cards for counter and window are supplied to all Sherley stockists, free and post free.

**A. F. SHERLEY & CO. LTD.,** Boston Manor Road, Brentford, Middlesex



## DISCOUNT TERMS

A discount of 10% on minimum £2 parcels will be in future deducted from invoice, rendering the invoice nett 30 days. Orders value £1 and over carriage paid.

Owing to the difficulty in arranging travellers regular calls, journey accounts are discontinued. Accounts are payable 30 days nett.

It's no gamble to stock

**TOWN TALK**

Because 15,000,000 women read  
**OWN TALK SILVER**  
Advertisements each week

## ORDER DIRECT OR FROM

**MANCHESTER:**  
D. Hawdsley & Co.  
James Woolley Sons & Co., Ltd.  
**EDS:**  
Goodalls (Leeds), Ltd.  
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E. H. Butler & Son.

**NEWCASTLE-ON-TYNE:**  
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Brooks & Warburton, Ltd.  
May, Roberts & Co., Ltd.  
Butler & Crisp.  
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**TOWN TALK POLISH CO., MANCHESTER, 16**

(3)

"Paper Control, having failed to retain pre-war avenues of supply for board at maximum prices, has succeeded in providing a supply made from the same raw material within new avenues at prices over which there is no control. In other words, Control has accomplished exactly what it was created to prevent."

## A CRITICAL EXAMINATION OF ONE ASPECT OF PAPER CONTROL

*With Recommendations*

(as circulated to Members of Parliament)

**By C. H. FOYLE**

Managing Director, Boxfoldia Ltd

On receipt of 2s. 6d.—which will be divided between the Charity Funds of the Birmingham Rotary Club and the Birmingham Soroptimist Club—a copy of the above memorandum will be forwarded.

Address: Memorandum. Boxfoldia Ltd., Birmingham, 29





*We can  
still supply..*

We can still supply bottles for medicines and for the packing of pharmaceutical products, and other essential bottles, which formed so great a proportion of our business before the war.

Many of our activities are concerned with furnishing the needs of government contracting departments, and we are also endeavouring to fulfil export orders to help to import the essential commodities from abroad, so aiding the war effort.

If, therefore, we are compelled to accept less business than is offered to us, customers will realise that this is in accordance with the policy directed to the best possible furtherance of the national effort.

**Beatson, Clark & Co. Ltd.**

MANUFACTURERS OF

*Chemical & Medical Glass*

**ROTHERHAM YORKSHIRE  
ESTABLISHED 1751**



*Give more  
generously  
this year...*

*is the wish of*

**N. & M. GOULD, LTD.**

WHOLESALE CHEMISTS

AND

DRUGGISTS SUNDRIESMEN

**62-64-66 STONEY LANE  
LONDON, E.C.3**

Telephone: BIS 7734 and 5355

**Nov. 11**

**OUR NEED IS  
GREATER NOW**

**PLEASE GIVE  
GENEROUSLY**

**REMEMBRANCE DAY**

*Specialists in -*  
**SURGICAL  
DRESSINGS &  
APPLIANCES**

**HOUGH,  
HOSEASON  
& CO. LTD.**  
MANCHESTER, 3  
Phone: DEANSGATE 2823.

**CACHETS "FINOT"**  
17 Sizes to fit various  
types of machines

Adapted for  
Headache, Neuralgia  
and other powders

**COOPER SON & Co.**  
120 Gloucester Rd.  
LONDON, S.W.

**NOTICE TO THE TRADE**

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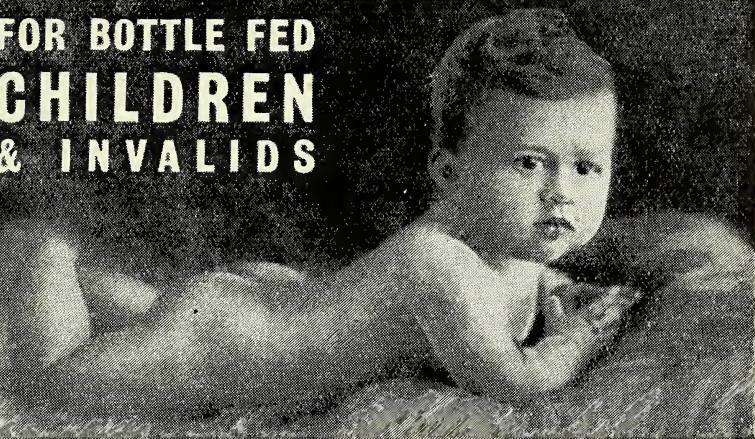
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It was a dusty job clearing it out—nearly two hundredweights—but it meant 300 boxes for aero-cannon shells and valuable storage space.

He couldn't spare prescription books, but it was surprising how many old ledgers, journals, files of dusty and out-dated correspondence came to hand—another three hundredweights which meant 21,300 dust covers for aero-engines.

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Salicylate Ointment**



**for stiff and painful muscles  
lumbago  
sprains, etc.**

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'Menthofax' is particularly useful after exercise, to relieve stiff and painful muscles. Penetrating in action, clean and convenient in use, it is superior to liniments and embrocations. On application it quickly generates a comforting warmth accompanied by the rapid relief of pain. The tube is conveniently compact and ensures that the full value of the volatile ingredients is retained.

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COLDS  
CATARRH  
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Vale of Bardsley . . . Lancashire

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## NEWS OF THE WEEK

**An Urgent Appeal.**—One ton of paper of any description will make 3,000 boxes for aero-cannon shells or 1,500 shell containers. In this issue we make a special appeal (p. 175) to all manufacturers, wholesalers and retailers to turn out every bit of waste paper they have to be used for making munitions. It is urgently needed.

**National War Formulary.**—The Minister of Health has decided to bring the National War Formulary into operation for National Health Insurance purposes on December 1, 1941. There will be a special issue of the Drug Tariff for December, together with a list of the principal amendments necessitated by the new Formulary.

**Plant Census.**—The Ministry of Food wishes to take a census of washing, slicing, blanching and other equipment—whether in use or idle—suitable for the treatment of vegetables prior to their dehydration. Makers or owners of such plant should communicate with the Ministry of Food, Dehydration Branch, Glandwr, Colwyn Bay, Denbighshire.

**Export Control Changes.**—Under a Board of Trade Order (S.R. & O. 1941, No. 1653), coming into force on November 13, licences will be required to export to all destinations sanitary towels (and substitutes therefor) and articles manufactured wholly or mainly of cellulose wadding, but applications for export licences will not normally be entertained. The Order also prohibits the export, except under licence, of transparent cellulose wrappings (and articles made therefrom) to all destinations.

**Insulin Advertisements.**—The Minister of Health, in pursuance of his power under the proviso to subsection (1) of section 8 of the Pharmacy and Medicines Act, 1941, has sanctioned, until he shall otherwise determine, the publication of any advertisement referring to insulin (but not to any particular brand thereof) in terms which are calculated to lead to its use for the purpose of the treatment of human beings for diabetes but not otherwise referring to any article, or articles of any description, in terms mentioned in section 8 (1).

**Nottingham "Popular Girl" Contest.**—Industrial savings groups in Nottingham with memberships of twenty-five or more are participating in a contest to decide the most popular girl in their groups. The choice is made by election among group members and their friends. Each contestant has her "election committee," who distribute to prospective voters, at sixpence each, the ballot forms, each worth six votes. All funds raised are devoted to a Warship Week fund, which it is hoped will amount to sufficient to purchase a cruiser. The winners of the various group contests will appear at an entertainment to be given on November 22, when the results of the various contests will be compared and the title "Miss Nottingham" awarded to the girl who has received the most votes in any group contest. The scheme was devised by Mr. E. M. Durham, F.C.S. (general manager, Newball & Mason, Ltd.), who is chairman of the Popular Girl Committee (picture, p. 165). Considerable interest is being taken in the contest by the employees of Boots Pure Drug Co., Ltd.

**Visits to Britain Recommended.**—Eire chemists who are experiencing difficulties in getting supplies from across the Channel are advised by Mr. Joseph Walker (chairman, Dublin Chamber of Commerce) to visit England. Mr. Walker states that where he went in search of supplies he found the people of Britain willing to assist him in every way within the regulations.

**Eire Examination Results.**—The following candidates were successful at the October Licence examination of the Pharmaceutical Society of Ireland: John Francis Brogan, James Burke, Thomas Anthony Dolan, Valentine Denis Doyle, John Justin Dunning, Mary Forde, Thomas Jordan, Cyril Joseph Kirby, Michael McCarthy, Timothy Anthony Mara, Margaret Pauline Murphy, Paul Joseph Murphy, Patrick O'Connor, Robert Joseph O'Mahony, Mary Frances Quinn, John Francis Rea. In the recent Assistants' examination twenty-six candidates entered. The following passed: Nora Ahern, Rosemary Barrett, Elizabeth Browne, Edward Benedict Corbett, Michael John Cullen, Angela Flattery, Timothy John Hackett, Michael Kennedy, Michael Heinrich Koss, Mary Ann Monica Lannin, Eileen Christina Larkin, Montgomery Leslie Martin, Evaline Patricia Mary MacDonagh, Eva Mary Kathleen McKeever, Mary Naughton, Margaret Mary O'Dwyer, Hugh O'Reilly, Desmond Patrick O'Shea, Daniel Regan, Gerald Ryan, Michael Tyrell.

**Dublin Fire.**—A fire which broke out in the photographic department, City Pharmacy (Mr. J. J. Roche, M.P.S.I.), 61 Upper O'Connell Street, Dublin, recently, resulted in injury to three members of the staff and considerable damage to the finishing and developing rooms. Much stock was lost.

**Shops (Amendment) Bill Before Dail.**—On October 29, the Minister for Local Government (Mr. MacEntee) moved the second reading of the Shops (Conditions of Employment) (Amendment) Bill, 1941. He said the Bill was designed to amend the Act of 1938, which provided for suitable meals in the middle of the day for shop workers in lieu of work on Sunday, and annual holidays with pay. One amendment related to the definition of a member of the staff of a shop. A second excluded from the scope of the Act such persons as milk vendors. Another amendment referred to chemists' shops and arranged to comply with the Pharmacy Act, which provided that one qualified assistant or qualified proprietor was always in the shop during working hours. The amendment allowed for a special regulation of these workers half-holiday. The second reading was carried.

## CAN YOU BEAT IT?



Outside the London offices of the C. & D. this week. Collecting one of many loads of waste paper of all descriptions to go to the pulping mills.



# TOPICAL REFLECTIONS

## Activity on the Home Front

The statement issued by the Association of Pharmaceutical Employees (p. 137) and the vigorous letter of Mr. J. Wilkinson, of Shipley (p. 159), are related to the editorial article (October 18, p. 83) in which you discussed the desirability of establishing a "fully representative" organisation of pharmaceutical employees. It appears from your current *Diary* that the A.P.E. is a section of the National Amalgamated Union of Shop Assistants, Warehousemen and Clerks; and it is to be presumed that, as in the present instance, its decisions are backed by that Union. Something has been heard in recent years of competition on the part of rival unions for the adhesion of employees engaged in retail business in pharmacy: we may hope that such competition, if any, is now at an end, so that the employees concerned may be able to speak with one voice. The statement on p. 137 has been read by me with much interest and a considerable measure of sympathy. I trust, however, that this is not the best the Association can do in drawing up a considered statement. Of the six paragraphs comprising the "steps" that the Association "urges," the first two are outside the province of a body not possessing power to enter into negotiations on terms for National Health Insurance dispensing; the third and fifth have a very limited relevance; and the sixth, like the first of the five claims that follow the "steps," is impracticable in the middle of a major war.

## Policy and the Wherewithal

The close relation of the interests of the various groups that constitute pharmacy is shown in the intention of the Association to consult the Pharmaceutical Society and the National Pharmaceutical Union when occasion seems to require such consultation. Hence, no doubt, the placing of N.H.I. dispensing terms in the forefront of the statement mentioned. The letter on p. 159 reveals this closeness of relation from another standpoint. Any child can see that if higher salaries are to be paid—and it is not seriously disputed that the present cost of living, to say nothing of the nature of pharmaceutical service, suggests it—higher fees must be earned from the contract work so long underpaid. "The grain-and-minim mentality must go," as your correspondent justly remarks. And so the

discussion can at present get no further without taking a hypothetical or visionary turn. The question of status as such is in essence academic unless it is based on a firm foundation of commercial profit. In the general shake-up of classes and their interests that is likely to eventuate after the war, pharmacists will need recognition as more than shopkeepers of a genteel type if they are to take their rightful place in the community. In securing this recognition the A.P.E. can doubtless play its part.

## Medicine Chests

The medicine chest described and illustrated on pp. 146-47 is a first-rate specimen of an article of high importance in past generations. My thoughts went first to a similar but smaller chest illustrated in your issue of September 14, 1935 (p. 323), a piece of furniture—if I may so describe it—issued by a neighbour of Savory, Moore & Davidson, namely, Blake & Son, 47 Piccadilly, London, W. (I well remember their former shop at the corner of Albany.) That chest went to the United States of America, and is now in a museum. It is to be hoped that the one recently returned to Messrs. Savory & Moore will find a worthy home in London, or at least in Britain. The list of its contents, so far as decipherable, includes hardly any that are yet obsolete. Even confection of rose, if by that term is meant confection of hips (*confectio rosæ caninæ*), has just taken on a fresh topicality by its relation to the present collection of hips for their content of vitamin C. The most striking feature, possibly, to an up-to-date pharmacist indoctrinated with a deep respect for the Dangerous Drugs Acts and Regulations is the raw opium and the powdered opium. On a larger scale than either of the chests mentioned is the sumptuous affair used by the Young Pretender and now in the possession of the Royal College of Physicians of Edinburgh: it was described in your Annual Special Issue in 1932. This prompts speculation upon the origin and development of medicine chests. How far back can they be traced? They were advertised, or rather the fitting of them was, by Thomas Hattam, a Southwark chemist and apothecary, in 1763, showing that by that date they were already a recognised article of commerce; but I believe I have met with earlier references to them in publications of the period.

**Xrayser**

## EMPIRE AND FOREIGN NEWS

**Plan for South African Trade Drive.**—A plan for developing markets for the products manufactured in the Union of South Africa has been put before the Dominion Government by the South African Federated Chamber of Industries. The plans put forward include suggestions that measures should be taken to promote regular shipping facilities to all African ports from Freetown, Sierra Leone, southward round to Alexandria; that air services connecting the Union with West African territories should be established; that the system of trade commissioners, especially in Western Africa, should be extended; and that reciprocal customs agreements with African territories should be provided.

**Narcotic Drugs in the U.S.A.**—The report of the U.S. Bureau of Narcotics for the year 1939, which was published recently, included a comparison between the prevalences of addiction to narcotic drugs in 1877 and at present. In 1877, one in every 400 persons in the United States was addicted to opium or one of its derivatives, while in 1922 and 1938 the ratios were 1 in 1,000 and 1 in 3,000. Eaters of opium or morphine who were prevalent in 1877 were not discovered in the recent survey. In 1877, with the population 46,000,000, the country imported 350,000 lb. of raw opium; today, for a population of 130,000,000, imports average only 150,000 lb. yearly. In 1877 the average *per caput* consumption of opium and its derivatives was 53 grains, against an average consumption in 1939 of only 8.5 grains. The consumption of opium is no longer greatly out of proportion to medical needs, and addicts today obtain what amounts to less than 1 grain of the drugs of addiction daily. The proportion of male to female drug addicts is about four to one; in earlier times the reverse obtained.

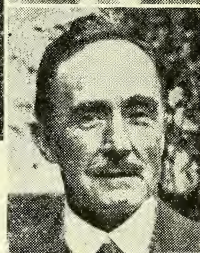
In 1877 United States physicians were often directly responsible for patients contracting the drug habit. Today, however, the majority of addicts are of the criminal classes and unknown to physicians and pharmacists. Abuse of Indian hemp consists principally in smoking the resinous flowering tops and crushed portions of the plant, rolled into cigarettes. Since the enactment of the Marihuana Tax Act of 1937 considerable progress has been made in dealing with the evil. During 1939 narcotic officers seized 23,000 kilos of bulk cannabis, 35 kilos of cannabis seeds, 23,000 cigarettes and 930,000 cannabis plants.

**U.S. Exposition of Chemical Industries.**—The Eighteenth Exposition of Chemical Industries, Grand Central Palace, New York, December 1-6, is expected to be the largest in twelve years. Applications are still being received from prospective exhibitors, but practically all available space was allotted more than a month ago. Problems of national defence will be the keynote, with underlying emphasis on the nation's advance towards self-sufficiency. Many of the exhibits suggest that partly chemical industries are becoming more chemical, that non-chemical industries are consuming more chemical products and adopting chemical methods, and that artificial materials are rapidly replacing many natural products. For example, synthetics are no longer regarded merely as substitutes, but as new competitive materials. Many are actually devised for specific purposes, and may serve those purposes better than the conventional materials they replace. Among the exhibitors will be a number of specialists in industrial development work, offering complete facilities.

**Indian Freight Charge Reductions Sought.**—The advisability of reducing railway freight and classifying raw drugs has been urged by the Indian Chemical Manufacturers' Association in a communication addressed to the Railway Board. The matter has been a subject of correspondence between the Association and the Board for the last two years. In reply to previous representations, the Board had "regretted inability to make a general reduction in the classified rates for drugs and medicines," though they desired the Association to approach individual railways to secure special rates for particular items of raw drugs and medicines, in which the rates were considered especially high. The Association now points out that as pharmaceutical concerns are located at different places in India and as certain important raw drugs have to be brought from stations in the Himalayan mountains, a change of classification is needed to secure a general reduction in rates. Separate approaches would be almost impossible. The Association points out that rates for liquid and light powdered medicines, 90 per cent. of which are used in hospitals and dispensaries located throughout India, are particularly high, since 65 per cent. of the weight charged as medicine is only packing material.



## NEWS IN PICTURES



Top of Page: The chairman (Mr. E. M. Durham) and secretary (Mrs. D. J. Jarratt) of the Nottingham "Popular Girl" contest (see p. 162). Centre: The Lord Mayor of Manchester (Alderman R. G. Edwards, Ph.C.) photographed with Mr. Anthony Eden during the Foreign Secretary's visit to Manchester on October 25. Foot: War Weapons Week window display by Mr. Herbert Jackson, M.P.S., Sandiacre, Notts. Portraits: Mr. W. Leslie Mayson (see p. 172) and Mr. H. G. Pattison, M.P.S., Mayor of Derby, 1941-42.



## COMPANY NEWS

**LUMINOUS FABRICS, LTD. (P.C.).**—Capital £6,000. Objects: To carry on the business of manufacturers of and dealers in luminous paints, etc. First directors not named. R.O.: 1 Broad Street Place, London, E.C.2.

**IONIC LABORATORIES, LTD. (P.C.).**—Capital £100. Objects: To carry on business as manufacturing and analytical chemists, manufacturers of and dealers in toilet requisites, etc. First directors to be appointed. R.O.: 514 Ipswich Road, Slough Trading Estate, Bucks.

**HAROLD WHALEY (CHEMISTS), LTD. (P.C.).**—Capital £500. Objects: To acquire the business of a chemist and druggist carried on by Harold Whaley, M.P.S., 7 Sheep Street, Rugby. Florence A. and Harold Whaley, 60 Lawford Road, Rugby, directors. R.O.: 7 Sheep Street, Rugby.

**IODRESS, LTD. (P.C.).**—Capital £1,000. Objects: To carry on business as wholesale and retail chemists and druggists, manufacturers of and dealers in products and articles of which iodine dressing or iodine forms a constituent part. William Summers, 30 Norbury Court Road, Norbury, London, S.W.16, and David Wallach (address not stated), directors.

**LONDON SCHOOL OF COSMETICS AND PERFUMERY, LTD. (P.C.).**—Capital £100. Objects: To teach elementary and practical methods of manufacture of cosmetics, perfumes and soaps, etc. Gabriel Haskell, Doctor of Chemistry, and Edyth M. Haskell, both of 52 Culverden Road, London, S.W.12 (R.O.), directors. Both directors are of Lithuanian nationality.

**N. E. MORGAN (CHEMISTS), LTD. (P.C.).**—Capital £300. Objects: To carry on business as consulting, manufacturing and pharmaceutical chemists, etc. Norman E. Morgan, M.P.S., College Street, Ammanford, Carmarthen, and John H. Jones, Mayfield, Capel Road, Clydach-on-Tame, Glam, directors. R.O.: 18 College Street, Ammanford, Carmarthen.

**HARMAN DIETETIC LABORATORIES, LTD. (P.C.).**—Capital £100. Objects: To carry on business as analytical and consulting chemists, manufacturers of and wholesale and retail dealers in dietetic preparations, food concentrates, etc. Maurice Gallant, 118 Greenfield Gardens, and Mrs. Doris Vanderluis, 25 Harman Drive, Cricklewood, London, N.W.2 (R.O.), directors.

**BRITISH BEAUTIFYING PRODUCTS, LTD. (P.C.).**—Capital £2,000. Objects: To carry

on business as manufacturers of and dealers in cosmetics, remedies, chemists' sundries etc. John R. and Margaret Neill, 21 Grosvenor Street, London, W.1, and Fred L. Blackwell, Tanglewood, The Gate Way Woking, Surrey, directors. R.O.: 21-22 Grosvenor Street, London, W.1.

**MOSELEY FOOD COLLOIDS, LTD. (P.C.).**—Capital £100. Objects: To carry on business as manufacturers of and dealers in chemicals, drugs, etc. James F. Moseley and Victor R. Moseley both of The Laurels Barrington Road, Altrincham, and Mrs. Enid Walsh, 3 Ellesmere Terrace, Douglas Isle of Man, directors. R.O.: The Old Warehouse, Altrincham Bridge, Manchester

**A. B. CURTIS, LTD. (P.C.).**—Capital £1,000. Objects: To carry on business as manufacturing chemists, makers of extract and essences, etc. Mrs. Louise H. Curtis 87 Claverton Street, London, S.W.1; James A. Clark, Brendon, Penn Road, Beaconsfield Bucks; and Janet B. Beatt, Abdulla Elliot Street, Arbroath, directors. R.O.: 6 Ludgate Circus Buildings, London, E.C.4

**APPLICATION FOR DISCHARGE FROM BANKRUPTCY:** Frank Alfred Seymour M.P.S., trading as Watkins & Co., 33 Preston Street, Brighton; hearing, November 20.

**VOLUNTARY WINDING-UP.**—It was resolved at a general meeting, held on October 16, that Dental & Druggists' Holdings, Ltd. should be voluntarily wound up; Mr. F. C. T. Lane, 2 Norfolk Street, Strand London, W.C.2, was appointed liquidator.

**Voluntary Liquidation.**—R. W. McKNIGHT & Co., LTD., chemists, Carlisle Circus Belfast. At a meeting of creditors held recently, a statement of affairs was submitted showing liabilities of £843, made up as follows: Unsecured creditors, £423 cash claim, £300; rent, £100. Assets comprised fixtures and fittings, £100; book debts, £60; and stock, £50, from which had to be deducted £33 for preferential claims, leaving net assets of £177, or a deficiency, as regarded the creditors, of £666. A claim for war damage was outstanding. Cash creditor and creditors for rent were prepared to withdraw their claims, thus reducing the liabilities by £400. A resolution was passed confirming the voluntary liquidation of the company with Mr. S. Bass, Whitehall Buildings, Antrim Street, Belfast, as liquidator.



## LEGAL REPORTS

**Chemist Awarded Damages.**—At Liverpool Assizes, on October 31, Mr. Stanley George Edmonds, M.P.S., Longmoor Lane, Liverpool, was awarded £1,400 damages against the Co-operative Wholesale Society, Ltd., Manchester. The claim arose from a road accident when Mr. Edmonds whilst driving a motor-cycle was struck by a motor lorry. His leg was fractured, he was left with a limp, and now had to obtain qualified assistance to run his business.

**Fruit Juice Substitute.**—Stated to have labelled as "Cocktail Orange Juice" and "Cocktail Lemon Juice" a synthetic article which was not of the fruit juice it purported to be, and which was sold at 367 Mare Street, Hackney, George William Armour, trading as Armour Products, Sutton Court Road, Chiswick, London, S.W., was at the North London Police Court on October 28 ordered to pay fines amounting to £15. There was a plea of guilty. The proceedings were taken at the instance of the Hackney Borough Council. Mr. W. J. Whitton, solicitor for the Council, said the articles were purchased by an inspector from premises called Green Shops, Ltd. On being submitted to the analyst they proved to contain anything but what was on the labels. One bottle was labelled "Cocktail Lemon Juice. For all domestic purposes. Contains Vitamin C. One tablespoonful equals one lemon." The public analyst certified that it contained 7.1 parts of citric acid and 92.1 parts of water, flavouring and colouring matter and stated that it was a synthetic article as it contained none of the natural sugar which was present in genuine lemon to the extent of 1.5 per cent. It contained about the same amount of citric acid as genuine lemon juice, but there was nothing whatsoever of the genuine lemon at all in the article. With regard to the other bottle it was labelled "Cocktail Orange juice. One tablespoonful equals one orange. For all domestic purposes where orange juice is needed. Delicious for drinks, cooking, etc. An ideal substitute for flavouring fish, pancakes, etc." The analyst's certificate showed 3.1 parts of citric acid, 0.9 parts of solid matter and 96.1 parts of water, colouring and flavouring. In his observations the analyst said: The article is a synthetic article because it contains none of the natural fruit sugar which is present in genuine orange juice to the extent of about 8 per cent. It contains about twice the normal citric acid content of the genuine orange juice."

**Pharmacy Act Cases.**—At Lambeth, London, S.E., on October 30, David George Holt, the Gem Stores, Choumert Road, Peckham, was summoned for selling by retail a nerve tonic containing strychnine, in a container not labelled in the prescribed manner, not giving the name and address of the seller, and selling by retail strychnine, he not being an authorised seller of poisons. Fines and costs amounting to £9 5s. were imposed.—At Whitby Police Court, on October 28, S. L. Smith, Ltd., Bridge Street, were summoned for unlawfully selling by retail a poison not under the supervision of a registered pharmacist; not being an authorised seller of poisons; and as a pharmacist unlawfully using the title of "chemist." Mr. W. R. Roberts, inspector under the Pharmacy and Poisons Act, prosecuted. He stated that for some years, until November 1940, the defendant company had complied with the conditions necessary to a limited company to carry on such business. In that month, the pharmacist superintendent died, and from that date no fresh man had been appointed to that post. Mr. Kidson, for the defence, said that the offences were really technical, inasmuch as defendants had in their employ at the time of the offences a duly qualified chemist, although, unfortunately, he was ill. The fact that the Pharmaceutical Society had not been informed that there was a qualified man in the management of the business must have been an oversight. Defendants were fined £5 on the first summons, the other two cases being taken into consideration.

**Alleged Wrong Description.**—At Burslem recently, Leicester's (Burslem), Ltd., manufacturing chemists, Market Place, were summoned for selling by Elizabeth Davies, shopkeeper, of 59 Granville Road, Bucknall, a certain drug falsely described on the label as castor oil, which was, in fact, camphorated oil. There was a second summons against them of selling an article not of the nature and substance demanded. Defendants, who were represented by Mr. H. H. Smith, pleaded not guilty in both instances. On behalf of the defendants, Mr. Smith said the firm was one of repute dealing in large quantities of medicinal preparations. In the year 1940 alone they sold over half a million bottles of the same type, and they took every possible means of safeguarding their products. In the present instance they had done all that was physically

possible to avoid any mistakes. The card of castor oil bottles was sold to Mrs. Davies last February, and the bottle in question was not sold by Mrs. Davies until September, so that after nine months it was a hopeless task to try to trace a mistake. G. H. Barratt, a director, described the processes of filling and labelling the bottles, and said it was a physical impossibility for a camphorated oil bottle to be filled by a castor oil machine. Replying to the Stipendiary, witness said the labelling of both products was done on the same machine. At this stage the case was adjourned while the magistrate went to defendant's premises to see the labelling machine.

When the case was resumed the magistrate said that having had the opportunity of visiting the premises and seeing the process of labelling, he was satisfied that the utmost care was taken to prevent an occurrence such as had happened. It had to be assumed that the error was due to a human factor, but what that factor was he did not know. The summons with regard to the false label would be dismissed, and there would be a fine of £3, with £5 costs, on the summons for selling to the prejudice of the purchaser.

**Sale of Poisons, Ireland.**—In Galway and Ballinasloe a number of successful prosecutions for breaches of the Pharmacy and Poisons Acts were brought recently by the Pharmaceutical Society of Ireland and substantial penalties imposed.—In Galway, Corbett & Sons, Ltd., Williamsgate Street, were summoned with selling sheep dip containing arsenic otherwise than through a qualified person, and also with failing to have the name and address of the seller on the packet. On the first summons a fine of one guinea with five guineas costs was imposed and the Probation Act applied in the second summons.—Cummins & Greaney, Shop Street, were summoned for selling sheep dip containing arsenic they not being licensed to do so. Summonses were issued in this case against the four partners in the firm: Martin Greaney, John, Patrick and Kathleen Cummins. Martin Greaney was fined £5 and one guinea costs and the Probation Act was applied in respect of the other three partners.—T. Naughton & Sons, Ltd., Shop Street, were summoned under Section 17 of the Pharmacy Act with selling sheep dip through an unqualified person, and under the Poisons Act with selling the sheep dip in a packet which had not the name and address of the seller. A fine of one guinea with five guineas costs

was imposed on the first summons and the Probation Act applied in the second summons. Two similar summonses were brought against Thomas McDonogh & Sons, Ltd., Merchants Road, also in respect of a sheep dip sale and the same penalties imposed.—The Galway Pharmacy, Ltd., summoned under the Pharmacy Act with selling veratrine in Harrison's pomade through an unqualified person, and with not having the name and address of the seller on the container, were fined one guinea on each summons with £6 14s. costs.—At Ballinasloe District Court, P. M. Garvey & Co., Main Street, were summoned with selling sheep dip containing arsenic through an unqualified person, and with not having the name and address of the seller on the packet. Fines of one guinea on each summons, with £5 costs, were imposed.—For selling sheep dip without being licensed, and selling lysol through an unqualified person, Joseph O'Connor, Dunlo Street, was fined one guinea with £7 11s. costs.—John Cunningham, Main Street, was fined half a guinea with £4 11s. 6d. costs for selling sheep dip to an unknown person. Mr. J. J. Kerr, registrar of the Pharmaceutical Society of Ireland, in the course of his evidence, said that Mr. Cunningham sold the sheep dip to Mr. Coogan, who was unknown to him, and who was not asked to sign his name in the poisons register. Chemists always asked customers to sign for these specified poisons, and they were often met with the response from customers that they could buy the article across the road in any shop without signing. It was principally to stop this disregard of the poisons regulations that these prosecutions were brought. The Justice commented on the fact that the licence certificate issued by the County Councils was misleading to a layman, as he would assume from it that he had the right to sell everything in the way of poisons, etc., ordinarily needed in horticulture or agriculture. Mr. Kerr said he appreciated that the certificate was somewhat misleading, and he would draw the attention of County Councils to it.

**DRUG WORKERS IN RUSSIAN FRONT LINE.**—"Who are these people who have come here to defend their native city? We bend over one trench, and fresh, young voices shout in reply, 'Medical workers, medical workers.' They come from a drug-packing department of one in Moscow's factories."—Reuter message in "Daily Telegraph."



# INSURANCE ACT DISPENSING

**Devon.**—Persons entitled to benefit in the Insurance Committee's area on July 1 numbered 170,335, 421 less than in 1940.

**Liverpool.**—The Insurance Committee recently decided that, from October 31, the closing hour of chemists' shops under contract with it should be 6 p.m. until March 31, subject to review before then.

**Denbighshire.**—The average number of persons on the Insurance Committee's lists at the end of the July–September quarter was 57,239. The sixty-six chemists on the Committee's lists received £5,518 for drugs and appliances supplied during the eight months to August 1941.

**Dundee.**—The Burgh Insurance Committee has agreed to surcharge a city doctor £58 for "excessive or extravagant prescribing." His total excess over the average in ten months was £175. Dr. D. M. McGillivray (chairman) said there was no question of the practitioner being a beginner or a person who did not know the regulations. He had failed to justify prescribing costs, which were double the area average.

**Nottingham.**—Persons on the Insurance Committee's register entitled to benefit on October 1 numbered 131,120. 525,517 prescriptions for drugs and appliances were issued and dispensed during the twelve months ended June 30. £22,786 was paid to chemists, against £24,218 in 1940. The cost per insured person was 43·7d. and the average number of prescriptions issued to each insured patient was 4·2.

**Birkenhead.**—The Insurance Committee recently decided that, from November 1, chemists' shops should close at 6.30 p.m. daily, with the usual exceptions for Sundays and half-day holidays. The chairman said that patients who needed medicines dispensed after the chemists' shops had closed would find in each shop doorway a notice giving the names of chemists who were available to undertake dispensing outside the normal hours.

**Ayrshire.**—At a meeting of the Insurance Committee recently, a report—which was approved by the Committee—on prescribing in 1940 referred to a considerable increase in prescribing costs compared with the previous year. This was attributed to rises in drug costs caused by the war. The average cost per insured person in the committee's area for each of the five years up to and including 1939 was approximately

1s. 8d. In 1940 it rose to 2s. A proposal by the County Pharmaceutical Committee that chemists' shops should, during the winter months, close at 6 p.m. instead of 7 p.m. was not agreed to.

**Lancashire.**—During the quarter April–June, prescriptions dealt with by the Prescription Bureau numbered 553,219, against 568,616 for the corresponding period of 1940, and 615,332 in 1939. The total prescription cost was £24,986, against £23,303 and £22,126, dispensing fees being £10,166, £10,339, and £11,177. The average total cost per prescription was 10·84d., against 9·84d. and 8·63d. The highest average cost per prescription was in the rural county of Westmorland (12·33d.), Bury coming next with 11·43d. The lowest was Burnley (9·98d.). Blackburn topped the list for average total cost per insured person with 14·08d., against 13·85d. at Bury, and 13·24d. at Blackpool. The lowest cost was at Barrow (9·34d.), which was also low in average cost of prescription (10·16d.).

## COMING EVENTS

### Wednesday, November 12

LEEDS BRANCH OF THE PHARMACEUTICAL SOCIETY, Metropole Hotel, Leeds, at 3 p.m. Mr. F. C. Wilson (a member of Council) on "Modern Trends in Retail Distribution."

READING BRANCH OF THE PHARMACEUTICAL SOCIETY, Cadena Café, Broad Street, Reading, at 3 p.m. Mr. H. N. Linstead, O.B.E. (secretary, Pharmaceutical Society), on "The Pharmacy and Medicines Act, 1941."

GLASGOW AND SOUTH-WESTERN SCOTTISH BRANCH OF THE PHARMACEUTICAL SOCIETY, Highlanders' Institute, 27 Elmbank Street, Glasgow, at 7.30 p.m. Mr. Arthur Anderson, M.A., M.D., on "War Gases and First-aid Treatment."

### Thursday, November 13

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 2.30 p.m. Dr. Harold King on "Chemistry and Pharmacy."

### Friday, November 21

NORTH BRITISH BRANCH OF THE PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7 p.m., Mr. W. F. Hay in the chair. Dr. David Campbell on "The Progress of Medical Science."

## TRADE REGISTRATION EXPLAINED

At a meeting of the North London Branch of the National Pharmaceutical Union, held at Finsbury Park on October 23, Mr. L. Hayward in the chair, a reasoned statement on the urgent need for the revision of National Health Insurance dispensing fees was presented by Mr. M. L. Jinks. A resolution similar to that sent to headquarters recently by the Bath Branch (see *C. & D.*, October 11, p. 53) was passed. After further discussion it was agreed that another resolution, demanding immediate steps to initiate negotiations, should accompany the original resolution.

### Purchase Tax and Supplies Limitation

After tea, Mr. Noble (N.P.U. headquarters' staff) addressed the meeting on the new legislation relating to purchase tax and limitation of supplies, as it affects pharmacists. Mr. Noble's lucid exposition of these orders should leave his hearers in no doubt as to their liability for registration. Briefly summarised, his main points were that a pharmacist is liable to register for purchase tax if his total manufacture of articles liable to tax exceeds £500 per annum. In computing the liability, account must be taken of all compounded medicinal preparations (save "dispensed medicines") and all toilet preparations, e.g. cough mixtures, face powders, vanishing creams. Explaining the term "manufacturing," he pointed out that a simple re-pack of taxed articles (under the same name as received) is not chargeable, but becomes chargeable if packed under a fancy name. Thus liquid paraffin packed as such (tax having been paid when purchased) is exempt, but, if described as "Internol," is chargeable. Similarly, vanishing cream bought in bulk, tax-paid, and repacked in smaller containers, is not chargeable. Epsom salts, bought in bulk and repacked in cartons, with indications for uses and doses, would be chargeable.

Members in doubt as to their liability for tax, by virtue of not having previously kept detailed records of their manufactures, should immediately start to keep a strict record of their production, and should apply for registration within fourteen days of its becoming known that their manufactures amount to £500 per annum retail value. Some members have had notices from the Customs and Excise authorities that they might be automatically registered unless they were in a position to prove non-liability. Mr. Noble stressed that members

should not alter their type of business in order to evade registration, because, as a result of the unlimited distribution of medicines following the passing of the Pharmacy and Medicines Act, pharmacists would have to sell a larger proportion of medicines definitely identified with their own business. Pharmacists who decided not to register were advised to keep a record of anything they might manufacture, so that information might be available if need should arise—the record would provide valuable data in the event of a further reduction in the limit. The £500 limit applied to all the shops owned by a pharmacist or limited company, whether they numbered one, ten or fifty shops. The classes of chargeable goods referred to are Classes 18 and 19. It was necessary, went on Mr. Noble, to furnish an estimate of total manufacture of goods in these classifications during the preceding twelve months, and this must be under £2,000. A registered person pays tax to the Crown on the value of the finished article assessed on wholesale value. In the absence of a fixed wholesale value, this might be a matter for negotiation with the officer of the Customs and Excise. Registered persons would be given a purchase tax registration number so that, should they wish, they might buy chargeable goods without tax for use as ingredients in their own manufactures. In this event they would need to keep a strict account of the use to which such goods had been put. Generally, the amount of tax involved would be so small that pharmacists would not avail themselves of the concession.

### Few Pharmacists Affected

Mr. Noble stated that under the new Limitation of Supplies Order pharmacists could not manufacture more than £41 13s. 4d. retail value of Class 18 goods. A pharmacist manufacturing more than £500 worth per annum of goods in this class would need to register with the Board of Trade under the Limitation of Supplies Order. Actually it was not anticipated that more than one in two hundred pharmacists would need to register under this Order. A pharmacist so registering would, on a basis of £1,800 manufactured in the year commencing June 1, 1939, have a quota of £300 per annum. The arrangement would be of value only to the few pharmacists who wished to manufacture for re-sale in other premises.



## TRADE NOTES

**POPPY DAY.**—N. & M. Gould, Ltd., wholesale druggists, Stoney Lane, London, E.C.3, are using their advertising space in this issue to urge our subscribers to give generously to Poppy Day funds.

**EX-LAX IN CARTONS.**—Ex-Lax, Ltd., Slough, announce that owing to restriction of the packing of chocolate laxatives in tins, when their present stocks of containers are exhausted, Ex-Lax will be supplied in cartons, though the size and familiar design will remain unchanged.

**JACKSON'S FEBRIFUGE.**—In the advertisement of George Jackson & Son, Ltd., published in the *C. & D.*, October 25, the retail prices given of Jackson's Febrifuge were inclusive of purchase tax and not as stated. Other of the company's specialities are Drawing ointment, Camodine soap and ointment, and pine disinfectant.

**FIRST PRESS ADVERTISING CAMPAIGN.**—The commencement of the first Press advertising campaign for Clickon's salve and Locking's kidney and backache pills—formerly known as Locking's (Indian) American sugar-coated pills—is announced by the proprietors, W. Locking & Son, Chevin End, Menston-in-Wharfedale, Yorks.

**JEYES' SANITARY COMPOUNDS CO., LTD.**, Millbrook, Chigwell, Essex, reproduce in their advertisement in this issue an advertisement which has appeared and will continue to appear in local newspapers. In view of this publicity Messrs. Jeyes suggest that chemists should keep stocks on hand to meet the demand that will arise for their products.

**PAPER CONTROL.**—Boxfoldia, Ltd., Birmingham, 29, offer to send a copy of a memorandum entitled "A Critical Examination of One Aspect of Paper Control, with Recommendations," by Mr. C. H. Foyle, managing director of the company, to any of our subscribers who forward 2s. 6d. This sum is to be divided between various charity funds.

**ADVICE ON LIGHTING PROBLEMS.**—A brochure recently published by E. K. Cole, Ltd., Ekco Works, Southend-on-Sea, makers of Ekco electric lamps, discusses the correct placing of light to provide maximum illumination at a required point and offers free advice on industrial and commercial lighting problems. Copies may be had from the lighting-research department of the company.

**LUNDIE'S CAMPHORETTES.**—On another page, Alfred Franks & Bartlett Co., Ltd., Audley House, Ely Place, London, E.C.1, illustrate and give details of a new product they have placed on the market under the title of Lundie's Camphorettes. These contain camphor and menthol and are intended to be worn near the chest as a guard against coughs, colds, and other winter ailments.

### Proprietary Articles Trade Association

**Additions to Protected List.**—*English Grains Co., Ltd.*, Yestamin tablets, new size, 2s. 8½d., 21s. 6d. doz., tax 3s. 7d. doz., inclusive retail price 3s.

*Louis Philippe, Ltd.* (Agents: *J. C. Gambles & Co., Ltd.*), Angelus lipstick refills, 3s., 24s. doz., tax 8s. doz., i.r.p. 3s. 8d.

**Alterations.**—*Benbow's Dog Mixture Co., Ltd.*, Benbow's dog soap, 6d., 4s. doz., tax 1s. 4d. doz., i.r.p. 7½d.

*W. H. Box*, Box's Giant indigestion pills, 1s. 1d., 9s. 9d. doz., tax 1s. 7½d. doz., i.r.p. 1s. 3d.; 2s. 8d., 24s. doz., tax 4s. doz., i.r.p. 3s.; 4s. 4d., 39s. doz., tax 6s. 6d. doz., i.r.p. 4s. 10½d.; 10s. 8d., 96s. doz., tax 16s. doz., i.r.p. 12s.; 19s. 4d., 174s. doz., tax 29s. doz., i.r.p. 21s. 9d.

*Butler's Bateman's Drops and Hunter's Gout Powders* (Agents: *Butler & Crispe*), Butler's Bateman's drops, 1s. 1½d., 9s. doz., tax 1s. 6d. doz., i.r.p. 1s. 3d.; 2s. 8d., 24s. doz., tax 4s. doz., i.r.p. 3s.; Hunter's gout powders, 1s. 1½d., 9s. 9d. doz., tax 1s. 8d. doz., i.r.p. 1s. 3d.; 2s. 8d., 24s. doz., tax 4s. doz., i.r.p. 3s.

*Cephos, Ltd.*, Cephos powder and tablets. Corrected terms to retailers: 10 per cent. discount on 50s. parcels.

*A. S. Hinds, Ltd.*, Special quantity prices for Hinds cream withdrawn.

*Numul, Ltd.*, Discount of 2½ per cent. on £5 orders withdrawn.

*W. J. Rendell, Ltd.*, Santron (germicide), 4-oz., 1s., 8s. 6d. doz., tax 1s. 5d. doz., i.r.p. 1s. 1½d.; 16-oz., 2s. 6d., 19s. doz., tax 3s. 2d. doz., i.r.p. 2s. 9d.

**Deletions.**—*Pritchard & Constance (Manufacturing) Ltd.*, Amami dandruff lotion, miniature manicure sets, pearl nail-varnish, cuticle cream and bath salts.

*Vinolia Co., Ltd.* Vinolia shaving sticks, Lypsyl, solidified brilliantine and hair fixative.

## PARLIAMENTARY NEWS

**Licences to Chain Stores.**—In a written question, on October 22, Mr. Rhys Davies asked the Parliamentary Secretary to the Ministry of Food the number of licences granted by local food authorities to chain and department stores, since the outbreak of war, to retail articles of food they had not sold prior to that date.

Major Lloyd George: Information regarding the issue of licences to chain and department stores is not available, and could not be obtained without labour and expense.

**Retail Trade Committee.**—Major Lyons asked the President of the Board of Trade, on October 21, what was the number of sittings to date of the Committee on Retail Shopkeepers; whether its inquiries had yet been completed; whether he had yet received any report, or when he expected so to do; and whether all or any of the sittings had been in public?

Sir A. Duncan: The Retail Trade Committee has up to date held twelve meetings and there have been thirteen meetings of the various subcommittees: none has been held in public. I received an Interim Report last week; the Committee has not completed the inquiries necessitated by its wide terms of reference.

**Distribution of Evaporated Milk.**—Mr. Rostron Duckworth asked the Parliamentary Secretary to the Ministry of Food, on October 21, why, in view of his undertaking that, if the trade would undertake to supply priority consumers, he would restrict distribution of all United States evaporated milk to milk distributors as compensation for the loss the trade would incur in re-directing the turnover of milk, he had now decided to entrust such milk for wholesale distribution to grocer-wholesalers and not to wholesale milk distributors?

Major Lloyd George: United States evaporated milk will be handled by the normal trade channels accustomed to deal in condensed milk, except at the point of sale to the consumer. The decision that it should be sold through the retail dairyman rather than the retail grocer was taken solely to ensure that it is distributed to non-priority consumers in direct association with liquid milk. There is no question of compensation for loss of turnover.

**FALKIRK CLOSING HOURS.**—From November 3, the closing hour of all chemists' shops in Falkirk has been 6.30 p.m. on week-days and 7 p.m. on Saturdays.

## PERSONALITIES

MR. H. E. CHAPMAN, M.P.S., barrister-at-law, has been appointed a justice of the peace for the county of Bedford. Mr. Chapman is general secretary of the Proprietary Articles Trade Association.

MR. H. HUMPHREYS JONES (principal, Liverpool School of Pharmacy) presided at a meeting held in Liverpool recently, under the auspices of an Inquiry Committee set up by the Liberal party, to investigate the position of private traders.

At the investiture held at Buckingham Palace, on October 28, His Majesty the King presented to Mr. John Collet, M.P.S., Head Observer, Royal Observer Corps, West Wickham, the British Empire Medal for gallantry and devotion to duty during air raids.

MR. J. BRAZIER celebrated, on November 2, fifty years' service with Robert Gibson & Sons, Ltd., Hulme, Manchester, and on the following afternoon was the recipient of the congratulations of his colleagues and was presented, by the firm, with a cheque to commemorate the event.

MR. JACK W. BRAY, jun., managing director of Lysol, Ltd., has joined the R.A.F. and is training to be a night-fighter observer. Mr. Bray, who is an American citizen, retains his seat on the board of the company. Mr. A. J. Black, F.C.I.S., is now acting as general manager.

MR. W. LESLIE MAYSON, M.P.S., mayor of Kendal for 1941-42 (see *C. & D.*, September 20, p. 146), was born at Keswick in 1879. In 1890, for family health reasons, he went to Blackpool and received his education at Blackpool High School. Apprenticed for three years to the late Mr. James Turnbull, South Shore, he qualified from the "Northern" in 1900. Mr. Mayson commenced business in Blackpool in 1902 and continued until joining the Forces in 1914. He served throughout the war, and was demobilised in March 1919, when he joined Taylors, Ltd., as their manager at Blackpool. He went into business on his own account in Kendal in 1930, and was elected to the Town Council in 1934. Mr. Mayson was a founder of the Westmorland Branch of the Pharmaceutical Society (1932), and has been a member of the Westmorland Pharmaceutical Committee since settling in Kendal, serving as its secretary for several years. Mr. Mayson (portrait, p. 165) has three sons, all serving in the Forces.



## MARRIAGES

INGLIS—CLARK.—At Cardonald Parish Church, Glasgow, on November 1, Charles Clark Inglis, youngest son of Mr. Samuel Inglis, M.P.S., to Eila Catherine Clark, Dunoon.

WATSON—COCHRANE.—At Irvine, recently, Peter Watson, M.P.S., Stranmore, St. Meddams Street, Troon, to Margaret R. Cochrane, Irvine.

## DEATHS

BAGSHAW.—Recently, Mr. Harold Bagshaw, M.P.S., a member of Braddock & Bagshaw, chemists, 37 Yorkshire Street, Oldham, aged seventy.

BRIDGES.—At 18 London Road, Twickenham, recently, Mr. William Bridges, M.P.S., aged fifty-six.

BROWN.—At West Wickham, Kent, recently, Mr. George Brown, chemists' valuer, aged seventy-three. Mr. Brown was for many years with Evans Sons Lescher & Webb, Ltd., Liverpool and London.

CLEWOW.—Recently, Mr. Stanley George Clewov, M.P.S., 125 High Street, Hungerford, aged forty-two.

FLORENCE.—At Westminster Hospital, London, recently, Sergeant William Hall Florence, R.A.M.C., formerly in business at Hastings, aged thirty-five.

GRAY.—At Kemnay, Aberdeenshire, recently, Mr. William George Gray, M.P.S. Mr. Gray qualified in 1934.

HILL.—On November 3, as the result of a riding accident, Sir Arthur William Hill, K.C.M.G., Sc.D., F.R.S., director of the Royal Botanic Gardens, Kew, aged fifty-six. Sir Arthur went to Kew as assistant director under Sir David Prain in 1907, and as the result of research during that period he published numerous papers on the taxonomy of various genera, as well as other papers concerning morphology, hybrid plants and historical botany. Soon after he went to Kew he took over the editorship of the "Kew Bulletin," and after the retirement of Sir David Prain in 1922 he became editor of "Hooker's Icones Plantarum" and of the great "Index Kewensis," the supplements of which are published quinquennially. Since 1934 he had been editor of the "Botanical Magazine" for the Royal Horticultural Society. As a result of visits overseas on behalf of the Empire Marketing Board he procured large supplies of material to be studied by botanists

working in the Herbarium. He took great interest in the Botanic Gardens and carried out a number of improvements.

IVIMEY.—Recently, Mr. Harold Ernest Withey Ivimey, M.P.S., 40 Woodland Drive, Hove, aged sixty.

JOHNSON.—Recently, Mr. Norman Wilfred Johnson, M.P.S. Mr. Johnson, who was serving in the Royal Army Service Corps, qualified in 1921.

MORGAN.—At Farnham, Surrey, recently, Mr. Finlay Morgan, M.P.S. Mr. Morgan passed the Qualifying examination in 1929.

SHILCOCK.—At Spalding, recently, Mr. Sydney John Shilcock, M.P.S. Mr. Shilcock passed the Minor examination in 1903.

STAFFORD ALLEN & SONS, LTD., Wharf Road, London, N.1, desire to express their thanks for the many expressions of sympathy they have received in the loss the company has suffered in the death of Mr. G. Stafford Allen.

## RECENT WILLS

MR. JOSEPH SUCHE, M.P.S.I., 107 Upper George's Street, Dun Laoghaire, who died on September 11, left estate in Eire value £9,495. He made bequests to several of his employees and left £150 to the Benevolent Fund of the Pharmaceutical Society of Ireland.

MR. HERBERT ALEXANDER MANGER, 57 Kingsland High Street, London, E., formerly Keston, Kent (chairman and managing director, J. Manger & Son, Ltd., Manger Salts Works, Ltd., and subsidiary companies), who died at Exeter on June 30, aged sixty-two, left estate of the gross value of £39,278, with net personality £29,291.

MR. HUGO WOLFF, M.P.S., Richmond, Uplands Road, Saltford, Bristol, formerly of Ealing, London, W., a former member of the Council of the Pharmaceutical Society of Great Britain, formerly a director of Glaxo Laboratories, Ltd., and secretary, Middlesex Pharmaceutical Committee from 1914-40, who died on July 22, left £5,805, with net personality £5,603.

MR. PERCY SAMUELSON, Esber, Surrey, formerly of Elmista, Spring Vale, Isle of Wight, head of P. Samuelson & Co., 17 Creechurch Lane, London, E.C., who died on May 3, left estate of the gross value of £28,735, with net personality £25,065. He left, among other bequests, £100 each to Miss M. Carpenter, Messrs. G. W. Walker and Thomas Barrett, if in the employ of his firm.



*John Bell*

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# THE CHEMIST AND DRUGGIST

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Circulates throughout the Pharmaceutical, Chemical, Drug, Essential Oil, Perfumery, Cosmetic, Toilet Preparation and allied Trades and Industries in Great Britain, Eire, The British Empire and foreign countries

*Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland and of other Chemists' Societies in the Empire*

VOL. CXXXVI NOVEMBER 8, 1941 NO. 3222

*The fact that goods made of raw materials in short supply owing to war conditions are advertised in this paper or described in its editorial columns should not be taken as an indication that they are necessarily available for export.*

## Waste Paper—A National Need

THROUGHOUT the pharmaceutical chemical industry and the drug trade, manufacturing, wholesale and retail, there must be many thousands of tons of waste paper lying idle and serving no useful purpose. This "waste" is urgently needed for munitions. We therefore make a personal and strong appeal to our readers to see that every scrap of waste paper of all descriptions in their business premises and in their homes is turned out ready to be collected, upon request, by local authorities, voluntary organisations or authorised waste paper merchants.

The Ministry of Supply needs at once 100,000 tons, to be followed by further regular supplies until the war ends. It will be used for making cartridge and shell cases, mines, radio sets (every tank has a radio), machine-gun belts, etc. One ton of paper, for instance, will make any of the following: 1,500 shell containers, 9,000 shell-fuse components, 11,000 mine assemblies, 71,000 dust covers for aero engines or 3,000 boxes for aero-cannon shells. At the moment, 25,000 tons of shipping is used in bringing paper across the Atlantic, and

the quantity transported is not sufficient to meet our urgent war requirements.

All classes of waste are wanted—old newspapers and periodicals, books, bound or unbound, wrapping and packing materials of any colour, cardboard of every description, old correspondence, out-of-date records and documents, account books and obsolete volumes, in fact anything that is principally composed of paper or card will help the war effort and save shipping and money. It is just as important to turn out a parcel of 56 lb. as it is to hand over a load of four or five tons. A guarantee will be given that private and confidential documents will be disposed of at the paper mills.

## A Trade Effort

Pharmaceutical manufacturers, wholesale houses, manufacturing chemists, merchants and brokers, toilet, perfumery and cosmetic makers, the druggists' sundries trade, and other branches of the industry can find immediately some thousands of tons of these waste materials in their works, warehouses and offices, and, afterwards, make a regular collection of substantial tonnage each month. There are about 14,000 retail chemists' shops in the country, each of which has its "junk" room, containing old cartons, obsolete showcards, cut-outs and other unwanted display material. A half-aton from each shop would be a welcome contribution, to be followed up by monthly collections. Finally, everyone can "comb" their houses for waste paper that is useless litter and a danger in case of enemy attack from the air.

We will not labour the matter, but it is a duty everyone owes to himself and one vital to the nation, that every scrap of waste paper of every description should be collected at once and handed over for turning into munitions. It will help the fighting men and women on land, in the air and on the seas; it will save money, it will release shipping, and it will assist in a practical manner to end the war and to defeat the enemy.

*[If you have any difficulty in getting your waste paper collected, send a card addressed to the Editor, and the matter will be taken up in appropriate quarters.]*

## Price Babel

NOT since the Proprietary Articles Trade Association reduced to some sort of order the then chaos of retail prices of proprietaries have there been so many for the assistant at the counter to memorise (or try to). A correspondent in this issue points out that in place of the former 1s. 3d. proprietary there are now products at 1s. 0½d., 1s. 1d., 1s. 1½d., 1s. 2d., 1s. 3d., 1s. 3½d., 1s. 4d., 1s. 5d. and 1s. 6d. This multiplicity is an indication of the very varying factors operating upon manufacturers in war-time conditions, for, as is well known, the new prices have had to be calculated so as not to allow the manufacturer any greater profit than he was gaining during the standard period defined in the Prices of Goods Act. It will be recalled that Mr. J. Stanley Holmes, M.P. (a director of Beechams Pills, Ltd., and other proprietary concerns), stated in the House of Commons during the debate on the Pharmacy and Medicines Bill: "I should like to give him [the questioner] an assurance with regard to the manufacturers, wholesalers and retailers. At the present time, under the Prices of Goods Act, neither the manufacturer, wholesaler nor retailer can make more profit on any article than he made in August 1939. Therefore, if the manufacturers, wholesalers and retailers are to keep within the Act, they will have to pass on any saving they make as a result of the repeal of these duties." The point was later reinforced by the Minister of Health (Mr. E. Brown), who stated: "When the repeal becomes effective it will be for the trade to justify themselves to the public. I have no doubt that the very powerful intervention [of a certain Member] will make the public aware of the effects of the repeal of the Stamp Duty."

## The Public Satisfied

Since there has been, so far as we are aware, no complaint on the part of the public, it must be assumed that the trade has justified itself and that the new prices are each nicely adjusted to give the same profit total as formerly. The results, however, though they may be fair to the consumer and just to the manufacturer, are

undeniably difficult for the salesman, who may be pardoned for wishing for a little more rationalisation in the factories to produce greater uniformity of overheads or a little more latitude to the trade in taking its profits.

## The £ s. d. of N.H.I.

It has been known for some time that the National Pharmaceutical Union has been investigating statistics of chemists' businesses in order to make a claim for increased National Health Insurance remuneration. Recently it was announced that a case had been made out but that the Minister of Health had asked for figures, covering the whole country, of certain items of increased overheads. Local secretaries were requested by the N.P.U. to obtain the requisite figures from chemists in their areas, preferably from those who employ accountants. The object of the return was to prove that there has been a definite increase in overhead costs and to ascertain the average for the country. Among the details asked for were, for a pre-war and a war year, the following: Total turnover of the business including N.H.I. dispensing; total N.H.I. only; proportion of N.H.I. receipts to total turnover; wages; rent; rates; lighting; heating; insurance; repairs; cleaning; carriage; printing; air-raid precautions.

Figures such as these taken from all over the country may well be misconstrued, but while it is self-evident that chemists' costs for N.H.I. dispensing have increased there is no reason why the service should be subsidised by other branches of the business. If such a contention were accepted the extent of the chemists' claim might be greatly whittled down, and a proportion of any increased profits benefit only the Government. It is fallacious to accept the idea that because some sections of a chemist's business may have shown a war-time improvement the Insurance Funds should benefit thereby. Moreover, the converse did not operate at the time of the depression a decade ago. The medical profession has already received a war-time increase in the capitation fee. Did the doctors have to produce similar evidence to that now asked for from



chemists before being granted their additional remuneration?

When the present negotiations with the Ministry have been concluded the N.P.U. might next consider whether chemists are receiving a fair proportion of the insured person's contribution compared with other claimants on the funds. The details in a recent report of one pricing bureau show that twenty-nine doctors received between them £900 per month, while thirty-one chemists were paid £373. The latter amount includes drugs and fees. The cost of drugs so far as the doctors are concerned was no doubt comparatively insignificant, but in the case of the chemists, drugs accounted for about 60 per cent. of the sum they received. Of the contribution paid by the insured person (say 6s. 6d. per month) the average cost of the dispensing service to patients, i.e. both drug cost and dispensing fee, was 3d. The time has arrived when chemists must improve their position in the Insurance scheme, for undoubtedly the increase in the number of insured persons on January 1, 1942, is but the forerunner of others, and each addition will reduce the sale of pharmaceutical products, own-name remedies and so forth.

#### An Alternative Scheme

After an extensive trial, the present system of remuneration in England and Wales has proved still unsatisfactory, though an improvement on the original one. The lamentable decline in the art of prescribing has accentuated the shortcomings of the scheme. The manner in which the medical profession is remunerated has stood the test of time, and the difference between the manner in which doctors and chemists are paid is that the doctor receives a capitation fee not only for the patients he attends but also for those he does not (medicines supplied by the doctor are paid for separately). A similar scheme has been suggested for chemists. Under this the drugs supplied on prescription would be paid for at cost price, and there would be a capitation fee in respect of all insured persons. Such an arrangement would involve the insured person registering with a chemist. There is no doubt such a plan could be made workable, and among its merits are that it

would provide fairer remuneration, avoid the protracted negotiations which generally take place before each renewal of the dispensing contract, and acknowledge the professional nature of the chemist's work.

### Killing a Black Market

THE Limitation of Supplies (Toilet Preparations) (No. 2) Order, to which reference was made in our issue of November 1 (p. 130), has been expressly designed by the Board of Trade with the object of killing the "black market" in cosmetic products. While the original Limitation of Supplies Orders were introduced for the dual purpose of reducing civilian consumption in certain goods and making factory space available for war purposes, it has been found that one of the undesirable effects has been the apparent willingness of some members of the public to purchase practically anything that is offered to them, and there is no doubt that a large number of unwholesome cosmetics have been sold. It is not easy for the authorities to stop this traffic by introducing more stringent control of raw materials, because if supplies of the usual ingredients of toilet preparations are withheld, some unscrupulous persons would not hesitate to use substances that may prove harmful to the purchasers. Again, control of raw materials would tend to hamper the activities of legitimate manufacturers, such as chemists, an effect which the authorities rightly wish to avoid. The main attack on the cosmetics "black market" will, therefore, be carried out by allowing toilet products to reach the retailer by only one authorised channel, i.e. from registered manufacturer to wholesaler or retailer. Under Class 3 (2) of the new Order, no toilet goods other than those made by registered manufacturers can legitimately reach the retailer. It will be necessary, therefore, for chemists to make certain in future that, whenever they purchase toilet goods for re-sale, the goods were made by a firm whose name appears in Part I of the Toilet Preparations Register, compiled by the Board of Trade and published by H.M. Stationery Office. There are no changes in the position of small manufacturers, such as some chemists, who have been making toilet products under the previous Order up to the

limit of £500 per annum (£41 13s. 4d. per month), with the provision that distribution is confined to sales over the counter. The new Order came into force on November 1.

## Retailers and Purchase Tax

RETAILERS are reminded that they are now required by law to apply for registration under the purchase tax if they make up for sale medicines, toilet preparations or other goods chargeable with purchase tax, to an extent exceeding £500 a year. For this purpose "making up" includes putting up or repacking medicines, drugs, toilet preparations, etc. (including preparations for veterinary use), in a proprietary form or with an added implication by label, literature or otherwise that they are intended for medicinal or toilet use. Retailers who have their own materials made up, put up or repacked in this way by another firm are deemed by law to be making chargeable goods and are subject to registration as described above.

In determining whether the limit of £500 is exceeded, the actual gross takings in the last accounting year, or the last twelve months, from the sales of chargeable goods so made, put up or repacked must be included. For this purpose the sales of such goods at all shops or businesses belonging to the person or firm concerned must be aggregated.

## Dispensed Medicines Disregarded

It will be observed that while for the purpose of computing the £500 limit medicines, toilet preparations, etc., which are "made up" for sale as stock lines must be taken into account, sales of dispensed medicines, etc., which are prescribed by reference to the needs of the individual patient, and sales by retail of proprietary or other goods not made, put up, or repacked by the trader as described above should be disregarded. Retailers and others who are required to register should apply to the local Officer of Customs and Excise, whose address can usually be obtained from the nearest Post Office. Failure to apply promptly for registration may involve liability to heavy penalties.

## Tangled Filaments

THE curly hair of the negro is not always possession in which he takes pride. Dr. Frederick Lewis, of New York, has recently published a thesis on the methods adopted by dusky citizens of the United States to straighten out the trichomatous kink that betrays their racial origin. Chemical hair straighteners began to appear, he states, about 1910, when, by means of grease and hot combs, negro women achieved a greater or less degree of the desired quality. Later, a more scientific approach was made to the problem, making use of the knowledge of hair structure accumulated by the hairdressers. The cystine grouping in hair proteins can be broken down at its disulphide linkage, a process which, as Dr. Lewis points out, is achieved by one of three agents, namely (1) Reducing substances which ordinarily contain stannous chloride, sodium hyposulphite, sodium polysulphide and the like; (2) agents which bring large amounts of heat to the individual hairs by an exothermic reaction with water (calcium oxide, for example); and (3) caustics, chiefly sodium and barium hydroxide. The first two are the methods usually adopted in "permanent" waving of the hair, being followed by treatment to restore the original texture. In straightening, however, the caustic alkali is the medium of choice, often with unfortunate results in the form of burns on the scalp.

The aim of the daughters of Ham, no doubt, is to render themselves indistinguishable, so far as their crowning glory is concerned, from their Caucasian cousins. What must be their quandary when, having mastered the technique, braved the burns, and acquired the desired straightness, they find themselves one jump behind the fashion. Shall they remain straight-haired and be sure of the worst or face a few hours under the electric machine to attempt new curls in different places? At all events, the desire to change what Nature did provide seems common to both white and black.

## Information Wanted

The present address of Messrs. Kilmer & Co. formerly of 214 Brixton Hill, London, S.W.2. H.B.H./22.

Suppliers of empty cachets. J.B.C./23.



## NEW BOOKS

Burke, John.—*Fire Watching*. 5 in. × 7 in. Pp. 16. 6d. Hamish Hamilton, Ltd., 1 Great Russell Street, London, W.C.1. This pamphlet outlines the fire-watching obligations of occupiers of business premises and workers in business premises and the liability of residents to be compulsorily enrolled as fire watchers. Civil defence duties, the Fire Watchers Order, 1940, and exemption tribunals are among the subjects dealt with.]

Ashby, M.—*War-time Drug Supplies and Empire Production*. 6 in. × 9½ in. Pp. 39. Imperial Institute, London, S.W.7. 1s. This booklet consists of a reprint of a paper published in the "Bulletin of the Imperial Institute," Vol. xxxix, No. 1 and No. 2, in which Dr. Ashby gives valuable information on the possibilities of Empire production of a wide range of drugs, together with details of the cultivation and drying of individual drugs. Abstracts appeared in *E. C. & D.*, June 28, p. 392, and August 16, 1941.]

Yarsley, V. E., and Couzens, E. G.—*Plastics*. 7 in. × 4½ in. Pp. 160. 6d. Penguin Books, Harmsworth, Middlesex. Although this book is one of the series primarily written for the layman, chemists will find it contains much information on all aspects of plastics, summarised in popular language. The authors describe the chemical processes involved in synthesising plastic materials, such as polymerisation and condensation, with brief references to atomic and molecular theories. Other chapters deal with the raw materials and various industrial processes employed in the production of plastics and the manufacture of films and foils.]

James, T.—*Detailing the Physician*. 8½ in. × 5½ in. Pp. 214. \$2.75. Romaine Pierson Publishing Inc., 95 Nassau Street, New York. [Written by a pharmacist, this unique work describes how the principles of professional sales promotion used in America have been successfully applied to selling of medical products. It sets out clearly the lines on which the days of training and the first interviews should be conducted, and is full of practical suggestions on the best way of presenting the product intelligently to the physician. Throughout the book the many do's and don'ts in making calls will solve the problems with which representatives are, sooner or later, confronted. It can be

regarded as a constructive text-book which will have an appeal not only to the newly-appointed representative, but also to the more experienced "detail men" and sales managers of manufacturing houses.]

## TRADE MARKS

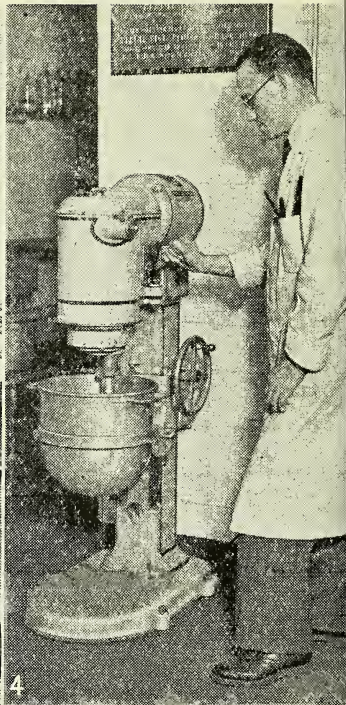
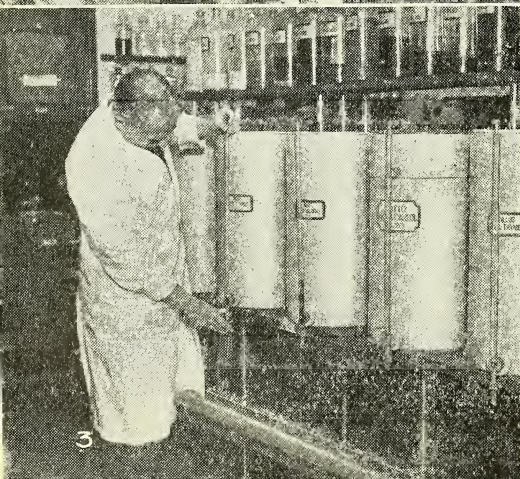
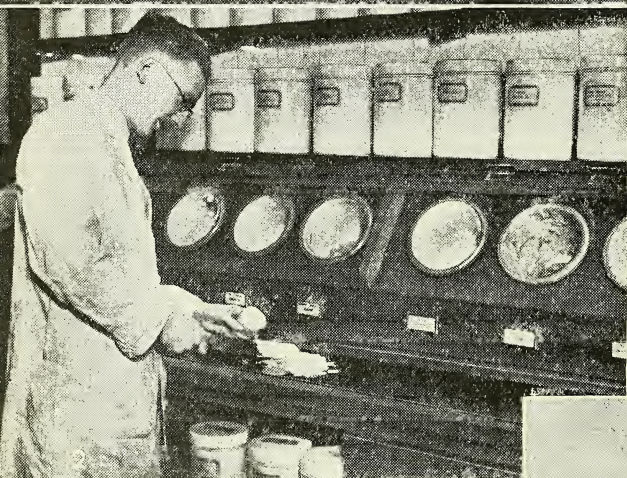
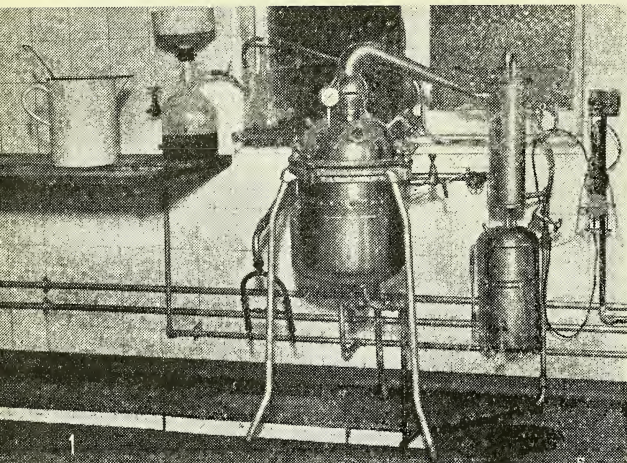
(From "The Trade Marks Journal,"  
October 8, 1941.)

- "LUBRIMAX"; for chemical substances for addition to petrol; and "CROXO"; for soap (1) (3) (IV). By The Dubarry Perfumery Co., Ltd., Goldstone Laboratories, Hove Park Villas, Hove. 615,676, 616,000.
- "TERRAMAR" and "TERRA"; for sweetening materials, industrial (1) (IV). By Terramar Products, Ltd., 54 Piazza Chambers, Covent Garden, London, W.C.2. 615,779/80. (Both Associated.)
- "BENALPHA"; for industrial chemicals (1) (IV). By O. Benedek, 2 and 4 Old Queen Street, London, S.W.1. 615,952.
- "ANNE FRENCH"; for cleansing lotions (3) (IV). By International Chemical Co., Ltd., Braydon Road, London, N.16. 613,359.
- "PATOK"; for cosmetics, toilet preparations, etc., (3) (IV). By D. T. Jones, Belle Vue House, Great Malvern. 615,985.
- "TECTO"; for ointments (5) (IV). By Herts Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City. 615,268.
- "KARLEX"; for weed killers, etc. (5) (IV). By Bayer Products, Ltd., 14 Waterloo Place, Pall Mall, London, S.W.1. 615,372.
- "LAPUROL"; for mouth-washes, antiseptics (5) (IV). By B. Laporte, Ltd., Kingsway, Luton. 615,573. (Associated.)
- "DEXERMOL"; for medicated creams and ointments (5) (IV). By J. Briggs & Sons, Market Street, Blackley, Manchester. 9. 615,895. (Associated.)
- "VELVEX"; for sanitary towels (5) (IV). By Vernon & Co., Ltd., Penwortham Mill, Preston. 615,979. (Associated.)
- "CHIEFTAIN" (device); for rucks (30) (IV). By British Fermentation Products, Ltd., Putney Bridge Road, London, S.W.15. 614,845. (Associated.)

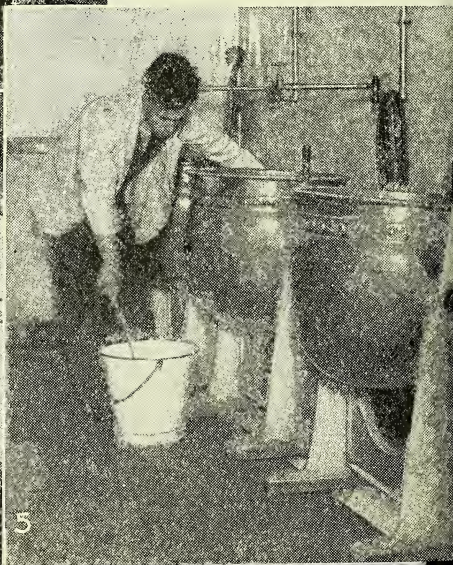
(From "The Trade Marks Journal,"  
October 15, 1941.)

- Device of Pavilion; for sweetening substances (1) (IV). By Milner & Coke, Ltd., 11 John Penn Street, Lewisham, London, S.E.13. 612,930. (Associated.)
- "AEROGRAPH"; for industrial, scientific, agricultural and fire-extinguishing chemical sprays, etc.; also for photographic, scientific, and optical spraying apparatus, etc. (1) (9) (IV). By The Aerograph Co., Ltd., Kangley Bridge Road, Lower Sydenham, London, S.E.26. 615,458/9. (Both Associated.)
- "EPISEP"; for medicated preparations (5) (IV). By G. Wright Taylor, 17 Blenheim Terrace, Leeds, 2. 614,015.





1. Vacuum still and filtration under reduced pressure. 2. Making an ointment at the ointment-mixing bench. 3. One of the two batteries of stock-mixture containers. 4. An automatic mixer. 5. Steam-jacketed evaporating pan. On opposite page: General view of the dispensary.





## THE NEW DISPENSARY AT GUY'S

THE opening of a hospital pharmaceutical department is a somewhat unusual event in London under war-time conditions. Guy's, one of the pioneer metropolitan hospitals, however, evidently believes in the slogan "Carry on," and practical proof of this is seen in the recent completion of a new pharmaceutical manufacturing laboratory and dispensary, equipped with the most modern types of plant and apparatus. The rebuilding of the pharmaceutical department commenced in 1938, and was made possible largely through the generosity of the trustees of the Bernhard Baron Charity Fund, the total amount subscribed for the purpose being £12,500. The dispensary is a large, well-lighted, tiled department. Rows of large containers enable supplies of stock mixtures to be drawn in minimum time, the level in each container being clearly shown by means of a glass gauge. The dispensing of ointments is carried out on a long glass ointment-mixing bench, permanently fixed to an ointment cabinet, while powder bins are provided with detachable metal linings. The seven out-patient batches, which in a normal year will serve for half a million people, are arranged for speedy distribution and saving of patients' time. In a smaller laboratory, adjacent to the dispensary and supplied with filtered water, are an autoclave and electric oven, for sterilising injection solutions. During the year no less than 4,344 litres of sterilised solutions were turned out.

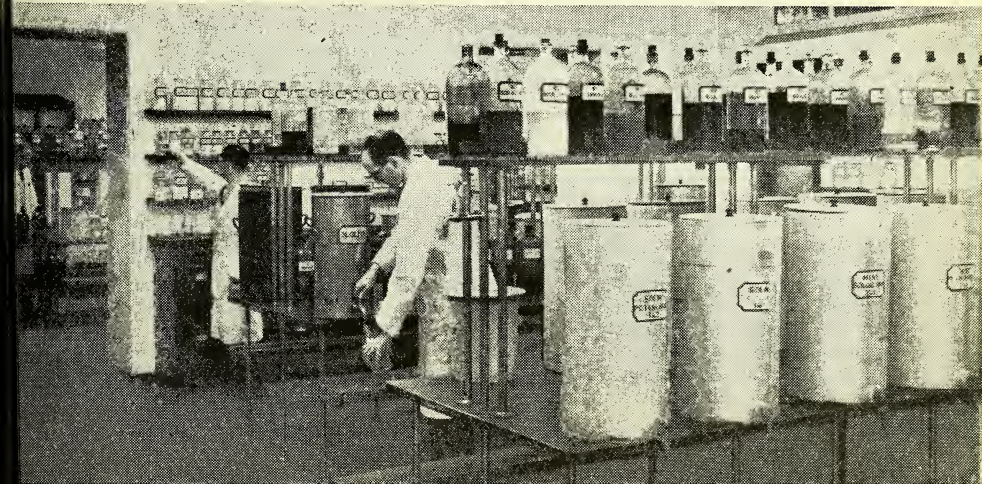
### The Manufacturing Laboratory

In the same year, the laboratory produced nearly a million compressed tablets,

2,500 gallons of stock mixtures, 3,000 gallons of lotions and similar preparations, and over 1,500 lb. of ointments. Of special interest is a battery of steam-jacketed evaporating pans, over which, instead of the more usual hoods, is a glass screen for trapping the steam. Large batches of ointments and of kaolin poultice are turned out by the aid of a mixing machine, while a single-punch tablet machine has a capacity of eighty to one hundred tablets per minute; fifteen gallons of distilled water per hour can be produced on the water still. Operations carried out in the laboratory include vacuum distillation, filtration under reduced pressure, powder milling, tincture pressing, and disintegration. The laboratory is equipped with a drying cupboard and hot plate, and a small but well-equipped analytical department is available for assays and routine testing of drugs. Facilities are provided for the storage of anaesthetic-gas cylinders and inflammable materials. There are special rooms for oils and disinfectants and a common-room for the pharmaceutical staff.

### Pharmaceutical Staff

The pharmaceutical manufacturing laboratory and dispensary are staffed by seven pharmacists, the chief of whom, Mr. J. Moore, Ph.C., is also this year's president of the Guild of Public Pharmacists. Mr. Moore is assisted by Mr. T. Barker, Messrs. S. F. Izzard and B. G. Gotts have charge of the manufacturing and of the sterilising laboratories and the remaining assistant pharmacists are Messrs. J. S. Rutter, W. Jenkins, and A. Berry.



## N.P.U. SECRETARY AT BIRMINGHAM

A MEETING of the Birmingham Pharmaceutical Association and Branch of the National Pharmaceutical Union on October 22 heard an address by Mr. G. A. Mallinson (secretary, N.P.U.) on "Limitation of Supplies, Purchase Tax, and Other War-time Problems." Mr. H. Walsh presided.

Mr. Mallinson said that the work of the Union had increased by four or five times since the commencement of the war, and he had found it impossible generally to accept invitations to address meetings in the provinces.

### Restrictions on Supply

Limitation of Supplies was a Government policy that had hit retail traders hard. Some Government departments held the view that the number of retail traders was far too large and that some curtailment was overdue. No doubt the privilege enjoyed by traders to manufacture and sell toilet products up to £2,000 per annum had been abused in some quarters, and this was why a further restriction to £41 13s. 4d. per month for each firm had been imposed. The new regulation was unfair, as it allowed small multiple firms only £41 13s. 4d. per month for all branches. It had been brought about partly by a Press campaign entered into by the larger manufacturers, who blamed chemists for the "black markets," for which, in fact, they were not responsible.

Registration was now necessary for any trader who desired to exceed this limit, but it was of no use to the chemist, because, after registration, it became necessary to curtail sales to 25 per cent. of the amount of turnover before registration. No registration was required for wholesale traders, provided they did not manufacture any of the goods sold. Registration under the Order did not permit the trader to purchase unlimited supplies.

### Purchase Tax Registration

Registration under the purchase-tax regulations had also been reduced from £2,000 to £500 per annum per firm. The Union had made representations to the Government concerning many of the difficulties to be overcome in pharmacy and one result was to be seen in clear exemptions for dispensing and counter prescribing. Registration permitted the sale of up to £500 of goods manufactured on the premises from materials on which tax had already been paid. Ready-packed lines were tax-

paid, and the concession granted to chemist under this registration had also been abused and had resulted in its reduction to £500. If abuse continued it was possible the limit would be withdrawn altogether and the tendency would be for chemists to purchase everything ready-packed. This Mr. Mallinson maintained, would be bad for pharmacy. Registration under the purchase-tax order did not mean that unlimited supplies could be bought tax-free; a strict record had to be kept of all purchases of tax-free goods, quantities of manufacture goods produced from them, and appropriate tax. For purposes of calculation all toilet goods and own-name proprietaries had to be included, but not packed drugs, though from chemists doing business in excess of £500, and registered as tax-collecting points, the authorities could demand tax on packed drugs.

It was hoped that inspectors' rulings in these problems would all be based on the same grounds. Chemists were warned that any tax payable was payable by the customer, and should in every instance be added to the existing retail price. The handling of price-controlled goods was important where the Prices of Goods Act applied or a specific maximum-price order had been issued. The retailer was required to keep the invoice, which must be filed and produced on demand. The speaker stressed the need for great accuracy in filling in claim forms for replacement of stocks lost through enemy action.

### Pharmacy and Medicines Act

Mr. Mallinson said he and his Executive were convinced that when the Pharmacy and Medicines Act had been passed a opportunity had been missed of pressing a claim that chemists, and chemists only, were the persons who should be entrusted with selling medicines to the public. This was the policy adopted throughout by the N.P.U., but unfortunately the Union had not had the support of the Pharmaceutical Society. Not until ten days before the Bill came before the House had the Union been given any information about it, and only then were they informed that the repealing clauses were being included in the Bill, and not in the Finance Act. A meeting had immediately been summoned of representatives of the Pharmaceutical Society, N.P.U., Wholesale Drug Trade Association, Proprietary Association, Company Chemist



Association, and the Scottish Pharmaceutical Federation. The N.P.U. representatives had pressed for a united front to oppose the Bill, but the Society and Federation had said the Bill would have their support. The N.P.U. executive maintained that a united front would have resulted in the Bills being withdrawn. The controversy over the co-operative societies should never have arisen if the 1933 Act had been carried out.

### Discussion

THE CHAIRMAN said he was doubtful in his own mind about the lost opportunity and thought a united front by all the pharmaceutical bodies might have produced even less opposition to the Bill than had had when it came before the house.

MR. C. H. WHITE asked if, with three retail businesses, it was possible to avoid registration under the purchase tax.—MR. MALLINSON: Yes, if you buy everything and make nothing.

MR. SMITH asked with whom one registered as a wholesaler for purchase-tax purposes.—MR. MALLINSON: The local excise officer.

MR. COLVER asked if it was necessary to keep records in any case.—“It is advisable but not essential unless the limits are likely to be reached.” MR. THOMPSON asked what happened to a small wholesaler's quota when he was called up for military service.—“No traffic is permitted in quotas, so he can only sell his business as a going concern.”

MR. YATES asked if there was any special time to commence keeping records (Straight away); whether the limitation (£41 13s. 4d. per month referred to wholesale or retail prices (“Retail”)); and whether all retail traders affected could not protest against being made free tax-collectors.—“That would do no good.”

MR. SCRIVEN asked if the Pharmaceutical Society was infringing the law by accepting advertisements from toilet firms which had been manufactured them before the war.—“No.”

MR. MOSELEY asked when the new regulation to keep invoices for price-controlled goods came into effect.—“Now.”

### Society's Legal Advice

The chairman, winding-up the meeting, informed members that the Birmingham Pharmaceutical Association had its own legal advisory committee, which could be called together at short notice, and whose experience and advice was always available to members.

## HOSPITAL PHARMACISTS' SALARIES

THE following scales of recommended minimum commencing salaries have been compiled and approved by the Council of the Guild of Public Pharmacists. Representative bodies throughout the country have been communicated with on the same subject.

### 1. Pharmacists in Charge.

With 4 or more assistants, £500 p.a.

With 2 or 3 assistants, £450 p.a.

With 1 assistant, £400 p.a.

With no assistant, £300 to £350 according to size and nature of institution.

### 2. First Assistant Pharmacists.

With 3 or more other assistants, £350 p.a.

With 1 or 2 other assistants, £325 p.a.

With no assistant, £300 p.a.

### 3. Second Assistant and other Junior Pharmacists, £260 p.a.

### 4. Part-time Pharmacists.

Where there is no other pharmacist, or where attendance is required for less than twelve hours per week, 5s. per hour.

When acting as assistant to a full-time pharmacist for twelve hours or more per week, 3s. 6d. per hour.

### 5. Locum Tenens Pharmacists.

From £5 5s. to £7 7s. per week according to duties.

These figures are based upon the cost of living index of September, 1939, and should be adjusted accordingly.

The above figures are minimum commencing salaries, and are based on the assumption that the normal hours of duty do not exceed forty per week. The salaries quoted are for pharmaceutical duties only. Additional fees should be paid for other work, e.g. tutorial duties, biochemical analysis, bacteriology, radiography, photography, etc., even though carried out during the normal hours of duty, and due consideration should be given, when assessing such fees, to any special qualification possessed by the pharmacist in connexion with such duties.

**Closed on Saturdays.**—Advertisers and subscribers are reminded that owing to war conditions the Head Office of THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, is closed on Saturdays until further notice. Urgent instructions relating to advertising and subscriptions should be sent to the C. & D., c/o The Pitman Press, Bath, Somerset.

# CAMPHOR-YIELDING OIL FROM SUDAN

A SAMPLE of a camphor-yielding oil obtained from *O. kilimandscharicum* has been examined at the Imperial Institute, and the results, of which the following is an abstract, are published in the Institute's "Bulletin" (Vol. xxxix, No. 3, p. 217). The sample, which was received from the Government Chemist, Sudan, in 1937, was stated to represent the total distillate from the leaves of a perennial and easily-cultivated plant. The leaves had been stored for several months before distillation and had then yielded about 5 per cent. of oil. Preliminary tests carried out locally had indicated that the distillate consisted largely of camphor and terpenes: it was desired to ascertain whether the oil would be of commercial interest, and if so, whether it would be advisable to export the distillate or express the oil and ship the camphor separately.

## Camphor Content

The sample, as received, consisted of about 340 gm. of a pale greenish-yellow oil in the form of a semi-solid mass (owing to the separation of camphor). From a representative portion of the sample, which was allowed to remain for some hours in the refrigerator at a temperature of about  $-5^{\circ}\text{C}.$ , a yield of 62 per cent. of solid camphor was obtained by filtration and compression. Owing to the small quantity available, it was not possible to recover by fractionation the additional camphor remaining in solution in the residual oil, but chemical examination of the latter indicated that a further 15 per cent. of camphor was present in solution, making altogether about 77 per cent. in the original specimen.

## Commercial Possibilities

Samples of the oil were submitted to essential-oil distillers, chemical manufacturers and manufacturing chemists. The report states that there seems little doubt that a ready market could be found for the oil in the United Kingdom, but its successful exploitation would naturally depend upon the price at which it could be economically produced. Inquiries were made as to the prospects of obtaining supplies of the oil from the Sudan for further trial, and it was learned that difficulties had arisen in the way of obtaining the mother plant. Further inquiry, however, disclosed that in 1940 purification of available seed was proceeding, and that an increased quantity of the plant would be grown during the season. From this, however, the oil was not likely to be

available on a commercial scale for some time. The results suggest that both the yield of oil and its camphor content are subject to considerable variation, and attention will have to be devoted to a study of the growth of the plant, its preparative best time for harvesting and so on, with a view to ascertaining maximum yields of oil or camphor per acre.

## TRINIDAD TRADE

THE "Commercial Intelligence Journal" (a publication issued by the Canadian Department of Trade and Commerce) for August 9 gives the following details of imports into Trinidad during 1940 (figures for previous year in parentheses): *Glass Bottles and Jars*.—Total, 11,331 gross, \$72,372 (10,827 gross, \$43,363): United Kingdom, \$30,665; Netherlands, \$4,800; Canada, \$36,017 (\$1,639). *Razor Blades*.—Total, 4,140 gross, \$9,312 (4,984 gross, \$10,123): Canada, \$6,748 (\$5,772). *Photographic and Cinematograph Appliances and Accessories (excluding Photographic Chemicals)*.—Total, \$31,692 (\$37,095): United Kingdom, \$10,246; United States, \$4,500; Canada, \$14,978 (\$4,465). *Disinfectants, Insecticides, etc.*—Total, 3,337 cwt., \$68,220 (2,807 cwt., \$46,073): United States, \$36,197; United Kingdom, \$17,228; China, \$4,450; Canada, \$7,245 (\$742). *Chemical Manufactures and Products*.—Total, \$439,990 (\$405,718): United Kingdom, \$282,865; United States, \$125,894; Netherlands, \$7,908; Canada, \$11,668 (\$73,000). *Medicinal Oils*.—Total, 587 cwt., \$25,450 (502 cwt., \$18,835): United Kingdom, \$12,418; Canada, \$8,863 (\$7,374). *Proprietary Medicines*.—Total, \$243,300 (\$237,041): United Kingdom, \$100,860; United States, \$80,794; Canada, \$49,300 (\$39,922). *Drugs and Medicines (manufactured or prepared)*.—Total, \$47,000 (\$37,973): United Kingdom, \$21,610; United States, \$8,003; China, \$4,620; Canada, \$10,891 (\$8,086). *Toilet Soap*.—Total, 3,787 cwt., \$88,818 (2,457 cwt., \$56,127): United Kingdom, \$49,320; Canada, \$35,836 (\$12,544). *Solid Cosmetics and Toilet Preparations*.—Total, \$136,400 (\$101,026): United Kingdom, \$65,960; United States, \$28,752; Canada, \$39,900 (\$10,321). *Perfumed Spirits (other sorts)*.—Total, 5,971 liquid gallons, \$43,501 (3,200 liq. gals., \$25,095): United Kingdom, \$18,373; British Guiana, \$10,101; France, \$6,360; Canada, \$6,777 (\$384).



# TRADE REPORT

ot quotations for pharmaceutical chemicals, crude drugs and essential oils represent prices for wholesale quantities of standard quality. C.i.f. quotations do not include marine war risk insurance and other abnormal charges payable in the present emergency

8 Essex Street, W.C.2, November 5

Business on the London drug markets during the week has been well up to recent averages. Once again the bulk of the trade comes from the home consuming industries, which would be much larger buyers of some products if adequate supplies were in hand. Prices generally have remained firm, and movements have been few. In PHARMACEUTICAL CHEMICALS, demand for most items has been steady, but business in some products continues restricted on account of supply problems. Firm quotations obtain for BARBITONE and SODIUM BARBITONE, but prices are at former levels. Sellers' prices for CITRATES are steady at the recent advance. Convention rates for CACCHARIN are at previous levels. Makers of CEPHANILAMIDE report a sustained demand. SULPHONAL is reported scarce, with high prices ruling.

## Crude Drugs

Business in these markets has proceeded on a moderate scale, with most of the orders for smallish spot quantities. With one or two exceptions, prices are at about the levels recorded last week. Spot values for unrestricted AGAR have reached a high level, and supplies are now becoming extremely difficult to find. Curaçao ALOES is unquoted, but a fair amount of interest is being taken in the Cape variety. BALSAM OF PLUM is firm and rather short. Spot supplies of BELLADONNA ROOT and LEAVES appear to be exhausted. There is no lack of enquiries for Japanese CAMPHOR. CLOVES remains firm at the slightly higher level of last week. Current prices for DERRIS continue to remain at former levels. GAMBOGE is short and quoted nominal. Inquiry for CACACUANHA has diminished during the week, but prices have remained steady. CINCHON continues to attract a fair amount of attention, with Chinese meeting most of the demand. The better qualities of GUARANA have been in good demand, but the market seems poorly supplied. Official prices for RUBBER (C. & D., October 25, 1941) will remain in force until the end of the year. Little movement has occurred in SHELLAC. Squill of both Portuguese and Indian origins is being offered.

## Essential Oils

Trade in these products continues modest, most orders being for limited spot quantities. CAJUPUT is firm. American stocks of CEDARWOOD are understood to be depleted, and spot prices have advanced by about 1s. per lb. EUCALYPTUS has been in fair demand. Prices of both Bourbon and Algerian GERANIUM are nominal and would have to be negotiated. The Ministry of Food announces that there will be no change in the existing prices of oils and fats allocated to primary wholesalers and large trade users for the four weeks ending November 29.

## Exchange Rates on London

There have been no movements in foreign exchange rates during the week. The following Bank of England fixed rates were ruling at the opening on November 5: New York, 4.03 dollars; Montreal, 4.45 dollars; Lisbon, 100 escudos; Java, 7.60 florins; Buenos Aires, 17.02 paper pesos; Zurich, 17.35 francs; Stockholm, 16.90 kroner. Among the free market rates Shanghai remained at 3s. 5d. and Madrid at 40.50 pesetas (official) and 46.55 pesetas (voluntary).

## Pharmaceutical Chemicals

AMIDOPYRINE.—In routine demand, with dealers' prices steady at about 33s. to 35s. per lb.

ASPIRIN.—Makers' prices steady, as follows:—

Quantity	In containers of				
	1 lb.	4 lb.	7 lb.	14 lb.	28 lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
From 1 lb. . .	3 10½	—	—	—	—
From 4 lb. . .	3 9½	3 7½	—	—	—
From 7 lb. . .	3 8½	3 6½	3 6½	—	—
From 14 lb. . .	3 7½	3 5½	3 5½	3 5	—
From 28 lb. . .	3 6½	3 4½	3 4½	3 4	3 3½
1 cwt. . .	2 11½	2 9½	2 9½	2 9*	2 8½
5 cwt. . .	2 11	2 9½	2 8½	2 8½*	2 8
10 cwt. . .	2 10	2 8½	2 7½	2 7½*	2 7

\* 8 × 14 lb. and upwards in one delivery, ½d. per lb. less. Sale is subject to buyer's undertaking not to re-sell any quantity at prices or terms below scale for such quantity current at time re-sale is made, and, if converted into tablets, not to sell any number at prices or terms below scale current at time of sale.

ASPIRIN TABLETS.—Demand is fair, with British makers' prices steady, as follows: Under 5,000, 3s. 1½d.; 5,000, 2s. 11½d.; 10,000,

2s. 10½d.; 25,000, 2s. 8½d.; 50,000, 2s. 7½d.; 100,000, 2s. 6½d.; 250,000, 2s. 6d.; 500,000, 2s. 5½d.; 1,000,000, 2s. 4½d.; 2,000,000, 2s. 3½d. per 1,000.

**BARBITONE.**—Supplies are poor, with dealers' prices firm at between 33s. and 36s. per lb. **SODIUM BARBITONE.**—About 35s. to 38s. 6d. per lb.

**BENZALDEHYDE.**—Quotations for practically free from chlorine remain at about 4s. 6d. to 5s. per lb.

**BENZOIC ACID.**—Supplies are restricted and prices nominal at about 2s. 6d. to 2s. 9d. per lb.

**BENZYL BENZOATE.**—Remains in keen demand, but makers are reserving supplies for medical purposes. Price remains at about 4s. 6d. to 5s. 6d. per lb.

**BISMUTH SALTS.**—Makers' current prices are as follows:—

Salt	Under 4 lb.	4 lb. and under 8 lb.	8 lb. and under 28 lb.	28 lb. and under 1 cwt.	Not less than 1 cwt.
Carbonate ..	s. d. 11 3	s. d. 10 9	s. d. 10 0	s. d. 8 7	s. d. 8 4
Citrate ..	13 4	12 10	12 1	10 4	10 1
Nitrate,cryst.	7 7	7 1	6 4	5 7	5 4
Oxide ..	15 4	14 10	14 1	12 0	11 9
Salicylate ..	11 9	11 3	10 6	9 0	8 9
Subchloride	14 11	14 5	13 8	11 8	11 5
Subgallate ..	12 7	12 1	11 4	9 10	9 7
Subnitrate ..	9 11	9 5	8 8	7 6	7 3

Rebate of threepence per lb. allowed off 1-cwt. prices on sales of not less than 2 cwt., or against contracts of not less than 2 cwt., provided whole of contract quantity is ordered within three months. Contracts subject to rise-and-fall clause. Prices net; payments in fourteen days. For quantities of 28 lb. and upwards, in the home trade, an extra charge of threepence per lb. is made for 1-lb. cartons and 1-lb. parcels, even when repacking into cartons or parcels is effected by purchaser. Smaller quantities than 28 lb. are not subject to this extra charge. Under present conditions all prices and sale terms are without engagement.

**BORAX, B.P.**—Makers are quoting as follows for minimum one-ton lots: Powder, £35 ros. per ton; crystals, £35; granulated, £34, in one-cwt. bags, carriage paid in Great Britain. Commercial grades, £8 per ton less.

**BORIC ACID (B.P.).**—Makers' prices are steady, as follows: For minimum one-ton lots: Powder, £52 ros. per ton; crystals, £51 ros.; granulated, £50 ros., in one-cwt. bags, carriage paid in Great Britain.

**BROMIDES.**—Business moderate, with makers' scale of prices unchanged: Potassium, B.P., 5 cwt., 2s. 8½d.; 1 cwt., 2s. 9½d.; 28 lb., 3s. 4d.; 14 lb., 3s. 5½d.; 7 lb., 3s. 6½d.; 4 lb., 3s. 8½d.; 1 lb., 3s. 11d. Sodium, one penny per lb., and ammonium, threepence per lb. extra. War-emergency clause and usual re-sale terms apply.

**CITRATES.**—There are no changes from the prices quoted last week.

**CODEINE.**—Makers' prices are steady: ALKALOID: ½ oz., 43s. 3d.; 1 oz., 40s. 9d.; 2 oz.,

39s. 3d.; 3 oz., 38s. 6d.; 4 oz., 38s. 3d. PHOSPHATE: ½ oz., 36s. 3d.; 1 oz., 33s. 9d.; 2 oz., 32s. 3d.; 3 oz., 31s. 6d.; 4 oz., 31s. 3d. per oz.

**GLYCERIN.**—Prices for small quantities would be as follows: 1-cwt. drum, 81s. per cwt., 56-lb. tin, 80s.; 28-lb. tin, 92s.; 14-lb. tin, 95 p. per cwt. All prices subject to discount of 2 per cent. for cash in twenty-eight days.

**GUIACOLS.**—Steady at makers' prices of from 12s. 6d. per lb. to 13s. per lb. for both carbonate and crystals.

**HEXAMINE.**—Free-running crystals are in moderate demand, and dealers' quotations are steady at around 2s. 3d. per lb., with lower prices for other grades.

**MERCURIALS.**—Controlled prices for quantities up to two cwt. are as follows:—

Mercury compound	Over 7 lb. but less than 28 lb.	28 lb. and over but less than 1 cwt.	1 cwt. and over but less than 2 cwt.
Bichloride, powder ..	s. d. 12 0	s. d. 11 8	s. d. 11 7
Bichloride (industrial quality) ..	12 0	11 8	11 7
Bichloride, lump ..	12 7	12 3	12 2
Ammonium chloride, powder ..	13 10	13 6	13 5
Ammonium chloride, lump ..	13 8	13 4	13 3
Chloride (mercurous) ..	14 2	13 10	13 9
Oxide, red crystalline, B.P.	15 11	15 7	15 6
Oxide, red levigated, B.P.	15 5	15 1	15 0
Oxide, red technical	All quantities—14s. 8d. per lb.		
Oxide, yellow levigated, B.P.	15 4	15 0	14 11
Oxide, yellow technical ..	All quantities—14s. 4d. per lb.		

Packages free for quantities of 28 lb. and over; deliver free on orders of £20 and over.

**MERCURY IODIDES.**—Makers' prices per lb remain at former levels: RED, less than 7 lb 17s.; not less than 7 lb., 16s. 8d.; not less than 14 lb., 16s. 2d. GREEN, less than 7 lb., 19s. not less than 7 lb., 18s. 8d.; not less than 14 lb., 18s. 2d. YELLOW, less than 7 lb., 20s. 8d. not less than 7 lb., 20s. 4d.; not less than 14 lb 19s. 10d. per lb. net, carriage paid.

**MORPHINE.**—Makers' prices are steady: ALKALOID, TARTRATE and MECONATE: ½ oz. 43s. 3d.; 1 oz., 40s. 9d.; 2 oz., 39s. 3d.; 3 oz. 38s. 6d.; 4 oz., 38s. 3d. per oz. ACETATE HYDROCHLORIDE and SULPHATE: ½ oz., 36s. 3d. 1 oz., 33s. 9d.; 2 oz., 32s. 3d.; 3 oz., 31s. 6d. 4 oz., 31s. 3d. DIACETYLMORPHINE, PURE ½ oz., 52s.; 1 oz., 49s. 6d.; 2 oz., 48s.; 3 oz. 47s. 3d.; 4 oz., 47s. DIACETYLMORPHINE HYDROCHLORIDE: ½ oz., 43s. 3d.; 1 oz., 40s. 9d. 2 oz., 39s. 3d.; 3 oz., 38s. 6d.; 4 oz., 38s. 3d. ETHYLMORPHINE, PURE: ½ oz., 48s. 3d.; 1 oz. 45s. 9d.; 2 oz., 44s. 3d.; 3 oz., 43s. 6d.; 4 oz. 43s. 3d. ETHYLMORPHINE HYDROCHLORIDE ½ oz., 39s. 3d.; 1 oz., 37s. 3d.; 2 oz., 35s. 9d. 3 oz., 35s.; 4 oz., 34s. 9d.

**PHENOLPHTHALEIN.**—Makers' prices are as follows: Less than 7 lb., 4s. 2d.; 7 lb., 4s. 1d. 14 lb., 4s.; 28 lb., 3s. 11d.; one cwt., 3s. 10d. per lb.



**POTASSIUM PERMANGANATE.**—No changes have been notified in makers' prices: B.P., 10m 1 cwt., 1s. 8½d. per lb.; from 3 cwt., 1s. 8d. per lb. **TECHNICAL QUALITY**, one-cwt. drums, 10m 1 cwt., 15s. 6d. per cwt.; from 3 cwt., 15s.; from 5 cwt., 147s. 6d.; from 1 ton, 145s.; 10m 4 tons, 142s. 6d.; five-cwt. drums, 10m 1 cwt., 145s. per cwt.; from 1 ton, 142s. 6d.; 10m 4 tons, 140s. 3d. net, delivered nearest railway station in Great Britain; drums extra and returnable. No guarantee of delivery of other quality is given, and orders are only booked for invoicing at the price ruling at the date of dispatch.

**SACCHARIN.**—Convention price for 550 is unchanged at 98s. 4d. per lb. Prices are not subject to official control.

**SALICYLIC ACID (B.P.).**—Makers' prices are steady: 1-5 cwt. (28-lb. parcels), 1s. 8½d. per lb.; 28 lb.-1 cwt. (28 lb. parcels), 2s. 0½d.; 1-28 lb. (14-lb. parcels), 2s. 2d.; 7-14 lb. (7-lb. parcels), 2s. 3½d.; 4-7 lb. (4-lb. parcels), 2s. 4½d.; under 4 lb. (1-lb. parcels), 2s. 7½d. Prices include parcels or collapsible cartons; other packages charged extra. Prices are quoted subject to buyer's undertaking not to re-sell any quantities at prices or terms below scale current at time of re-sale.

**SALOL.**—Firm, with dealers quoting at about 10s. upwards per lb., according to quantity.

**SANTONIN.**—The following are the prices for the home trade: 15 kilos and over, £46 10s.; not less than 10 kilos, £47 5s.; not less than 5 kilos, £48 5s.; less than 5 kilos, £50 per kilo, delivered free in the United Kingdom; 1-kilo packages free.

**SODIUM BENZOATE.**—Nominal at about 2s. 3d. 2s. 6d. per lb.

**STRYCHNINE SALTS.**—British makers' prices 1 oz. are as follows:—

Compound	Under 100 oz.	100 oz. and under 500 oz.	500 oz. and over
	s. d.	s. d.	s. d.
Kaloid, crystalline . . .	3 0	2 10½	2 9
Kaloid, precipitated . . .	3 0	2 10½	2 9
etate . . . . .	3 2½	3 1	2 11½
enate . . . . .	3 1	2 11½	2 10
enite . . . . .	3 2½	3 1	2 11½
ulphate . . . . .	2 4½	2 3	2 1½
ydrochloride . . . . .	2 9½	2 8	2 6½
rophosphite . . . . .	5 6	5 4½	5 3
rate, crystalline . . . . .	2 9½	2 8	2 6½
rate, powder . . . . .	2 9½	2 8	2 6½
rate, powder, No. 2 . . . . .	2 3	2 1½	2 0
osphate . . . . .	3 7½	3 6	3 4½
hosphate, neutral, crystalline . . . . .	2 6	2 4½	2 3
hosphate, neutral, powder . . . . .	2 6	2 4½	2 3
hosphate, neutral, powder No. 2 . . . . .	2 1	1 11½	1 10

10 oz. containers and outer cases free; smaller packages extra. Contracts may be booked for quantities of 100 oz. and over, with rise-and-fall clause, for a period of six months. Terms net thirty days. Wholesale distributors' prices for small quantities would be dearer.

**SODIUM SALICYLATE.**—The following are makers' current prices: 1 ton (28-lb. parcels), 1s. 11d. per lb.; from 5 cwt. (28-lb. parcels), 1s. 11½d.; from 1 cwt. (28-lb. parcels), 2s.; from 28 lb. (28-lb. parcels), 2s. 5d.; from 14 lb. (14-lb. parcels), 2s. 6½d.; from 7 lb. (7-lb. parcels), 2s. 7½d.; from 4 lb. (4-lb. parcels), 2s. 9½d.; under 4 lb. (1-lb. parcels), 3s. Prices include parcels or collapsible cartons; other packages are charged extra. Prices are quoted subject to buyer's undertaking not to re-sell any quantities at prices or terms below scale current at time of re-sale.

**SULPHONAL.**—Very scarce, with present values at about 40s. to 45s. per lb., according to quantity.

**SULPHANILAMIDE.**—Continues in good demand at about 11s. to 11s. 6d. per lb., according to quantity.

**VANILLIN.**—Makers' prices are steady: Ex clove oil or guaiacol, five cwt., 20s. per lb.; one cwt., 20s. 3d.; 56 lb., 20s. 6d.; less than 56 lb., 20s. 9d., carriage paid in U.K. Tins in cases returnable.

## Crude Drugs

**ACONITE ROOT.**—Spot supplies of Indian root are small, and holders would require approximately 1s. 7d. to 1s. 8d. per lb., ex store.

**AGAR.**—The demand for unrestricted Kobe No. 1 continues, but supplies are becoming increasingly difficult to find. Spot prices in the region of 40s. to 42s. 6d. per lb. are mentioned for available stocks. Buyers are also keen to acquire supplies for medicinal use, but here again stocks are inadequate to meet the demand. Holders of Kobe No. 1 imported for bacteriological use are still doing a slow but steady business at around 16s. to 17s. per lb.

**ALOES.**—There are still no offers of Curaçao and no supplies on spot. Cape has been in fair demand, and last week's price of 55s. per cwt. is still ruling.

**ANTIMONY.**—A steady business is being done at unchanged prices. English regulus, £120 per ton, delivered, for minimum 99 per cent.; Canadian high grade, unquoted.

**ARECA NUT.**—Available spot supplies appear to be sufficient to meet the small routine demand. Dealers' prices are steady at around 5½d. per lb., ex store.

**BALSAMS.**—*Tolu* is rather short on spot, but prices remain in the region of 8s. 6d. to 8s. 9d. per lb.; *Canada*, steady at around 7s. 9d. per lb. *Copaiba*, B.P., in rather poor supply, remains at around 5s. 9d. to 6s. per lb.; *Peru* is steady at about 7s. 9d. per lb., duty paid, ex store U.K.

**BELLADONNA.**—Spot stocks of both root and leaves appear to be practically cleared.

**BENZONIN.**—Demand has again been quite good. Stocks are fair, but most of them seem to be off the market for the time being. Spot, about £7 10s. to £8 10s. per cwt., ex store; free almondy remains in the neighbourhood of £23 per cwt.

**BISMUTH METAL.**—A steady routine business, with value unchanged at 6s. 3d. per lb. for minimum 5-cwt. lots.

**BUCHU.**—The spot value of restricted supplies of good green rounds would be in the neighbourhood of 4s. 3d. per lb., and that of ovals about 3s. 9d. per lb.

**CALUMBA ROOT.**—Demand is small, and stocks are rather low. Dealers quote about 125s. to 130s. per cwt., ex store.

**CAMPHOR.**—While plenty of inquiries are being received for Japanese, especially for tablets, spot stocks appear to be exhausted. Some Chinese crude is offered on spot at 6s. per lb. and some synthetic, 94 per cent., at 7s. per lb. English refined, steady as follows: Flowers, one cwt., 7s.; 28 lb., 7s. 3d.; less than 28 lb., 7s. 6d. per lb. Transparent tablets,  $\frac{1}{4}$ -oz.: one cwt., 7s. 6d.; 28 lb., 7s. 9d.; less than 28 lb., 8s. per lb.

**CANTHARIDES.**—The spot price of small supplies of Chinese would be in the region of 7s. to 7s. 6d. per lb.

**CARDAMOMS.**—Business remains quiet, with prices at the levels recorded last week. Spot, Aleppy greens, 5s. 3d. per lb.; Bombay seed, 5s. 6d.; Mangalore seed, 5s. 3d.; shipment, Aleppy greens, 4s. per lb., c.i.f.; Bombay seed, 4s. 10d., c.i.f.; Mangalore bleached A, 5s. 3d., c.i.f.; Mangalore bleached B, 4s. 9d. per lb., c.i.f.

**CHILLIES.**—Demand has been fair, but stocks are not too plentiful; values are unchanged on the week. Zanzibar, spot, 175s. per cwt.; Mombasa, 175s., sellers; Sierra Leone, 175s.; and Sudan, 175s.

**CLOVES.**—Firm, with supplies poor. Values are at the figures quoted last week. Zanzibar, spot, 2s. 4 $\frac{1}{2}$ d. per lb., buyers; Madagascar, unquoted in bond.

**COCOA BUTTER.**—Supplies are insufficient to meet the demand, and the small quantities available for distribution are being rationed. The official maximum price remains at 1s. 5 $\frac{1}{2}$ d. per lb., ex factory or warehouse, except under Ministry of Food licence.

**COCONUT (DESICCATED).**—Business is on a small scale. The official maximum price remains fixed by the Ministry of Food at 49s. per cwt.

According to the "Ceylon Trade Journal," exports of desiccated coconut for the first six months of 1941 amounted to only one-fifth of the quantity exported during the corresponding period of the previous year.

**COLCHICUM.**—Demand is small, but values are steady. Indian is quoted in the region of 3s. per lb., ex store.

**COLOCYNTH.**—Spot business remains quiet, with holders of small stocks of fine white pulp asking between 3s. 6d. to 4s. per lb.

**DANDELION ROOT.**—Supplies on spot appear to be adequate to meet present needs. Indian is quoted by dealers at about 155s. per cwt., ex store.

**DERRIS ROOT.**—Root testing 4-5 per cent. rotenone, about 1s. 4d. per lb.; lower-testing material, about 1s. 1d. to 1s. 3d. per lb.; ether-extract, 15-9 per cent.; tested, about 1s. 1d. per lb.; and 17-9 per cent., about 1s. 2d. per lb.

**DIGITALIS LEAVES.**—Small supplies of Portuguese leaves are available on spot at approximately 125s. per cwt., ex store.

**DRAGON'S BLOOD.**—Spot quotations for fair-boiled are steady at around £30 per cwt., but higher prices are ruling for the fine grades.

**ERGOT.**—Spot value is now in the region of 7s. 9d. per lb.; shipment, about 6s. 9d. per lb., c.i.f.

**GAMBOGE.**—Supplies are extremely difficult to locate, and values are nominal at around £2 to £35 per cwt.

**GINGER.**—Values are steady, and supplies not too plentiful. West African, spot, about 175s. per cwt., sellers; aloft, 160s. per cwt., c.i.f. Cochin unwashed, spot, 180s.; new-crop 80s., c.i.f. Jamaica, spot, No. 3, 200s.

**GRAINS OF PARADISE.**—Spot supplies are offered by dealers at approximately 1s. 10d. per lb., ex store.

**GUM ACACIA.**—The supply position remains difficult, with unrestricted Kordofan clean sorts worth about 225s. per cwt. on shipment, nominal at approximately 73s. per cwt., c.i.f.

**HONEY.**—First-hand, wholesale and retail prices for imported honey and maximum retail prices for home-produced honey are fixed by the Ministry of Food Order. For full scale of prices see C. & D., August 30, p. 119.

**HYDRASTIS.**—Dealers would require about 21s. per lb. for untested root, tested being unquoted.

**IPECACUANHA.**—Inquiry has been rather less than of late, but prices remain firm. Mat Grosso, spot, about 18s. per lb.; it is reported that supplies at origin are about finished and as new-crop will not be available until about January-February, the forward price of the latter may well be in the region of 15s. per lb., c.i.f. Minas, spot, about 12s. 3d. per lb.; shipment, about 10s. 9d. to 11s. per lb., c.i.f. Current prices for EXT. IPECAC. LIQ. are as follows: B.P., 1932, under three winchester quarts, 26s. per lb.; three winchester quarts and under six winchester quarts, 25s. 6d.; six winchester quarts and under twelve winchester quarts, 25s.; twelve winchester quarts and over, 24s. 6d. per lb. B.P., 1914, under three winchester quarts, 24s. per lb.; three winchester quarts and under six winchester quarts, 23s. 6d.; six winchester quarts and under twelve winchester quarts, 23s.; twelve winchester quarts and over, 22s. 6d. per lb., and prices net.

**JABORANDI.**—Demand is on a small, routine scale, and spot prices are unchanged at about 85s. to 87s. 6d. per cwt., ex store.

**MENTHOL.**—There is keen demand, and spot business is reported done in Chinese at 52s. 6d. per lb., with most holders now asking 55s. Prices from China this week were at 47s. 4s. 4d. per lb., c.i.f., according to seller.

**MERCURY.**—Official prices range between £4 and £48 15s. per bottle of 76 lb., ex warehouse.



ondom. Quantities of 7 lb. and under are free on price control.

**ORANGE PEEL.**—Some Spanish bitter quarters offered on spot at about 3s. 9d. per lb., and the Spanish sweet ribbon at around 3s. 3d. per lb. Thin-cut would be worth approximately 6d. to 4s. per lb.

**PEPPERS.**—Maximum spot price of whole black Lampung unpicked is 5d. per lb., in bond; whole white Muntok unpicked, 8d. per lb., in bond. For full scale of maximum prices and particulars of the Pepper (Maximum Prices) order, see *C. & D.*, September 6, p. 129.

**PIMENTO.**—Business is quiet, with spot at the former price of 2s. 1d. per lb., sellers; new-crop, November–December, 145s. per cwt., c.i.f.

**PYRETHRUM.**—Dealers' spot prices for Kenya flowers are unchanged at about 175s. to 185s. per cwt., ex store. It is understood that prices of importers of large quantities would be at proportionately lower prices.

**QUASSIA CHIPS.**—Present stocks appear to be adequate to meet the demand, and the prospect of further supplies is poor. Dealers would require about 50s. per cwt., ex store, for small lots that may remain.

**QUILLAYA BARK.**—The spot value of small lots of crushed, if available, would be about 1s. per cwt.

**RHUBARB.**—Reports indicate a continued demand, especially for the better qualities, but the market is rather poorly supplied with these grades. Rough-round would now be worth about 6s. to 6s. 3d. per lb. on spot, with many to slightly wormy at the lower rate of 6d. to 6s. per lb. Shensi, spot, about 8s. 6d. per lb.

**RUBBER.**—There will be no quotations for this commodity until further notice.

**SARSAPARILLA.**—Dealers quote fair red Brazilian on spot at approximately 2s. 6d. to 3s. 9d. per lb.

**SEEDS.**—**ANISE.**—Turkish, spot, duty paid, 11s. CANARY.—No spot stocks available.

**SAFRAWAY.**—Dutch, spot, nominal at 330s.

**SANDALWOOD.**—Indian, spot, 155s. duty free; Moroccan, nominal at 175s., duty paid. CUMIN.—

French, spot, 155s., duty free; Indian, 150s., duty free. DILL.—Indian, spot, nominal at 9s., duty free. FENNEL.—Indian, spot, 87s. 6d., duty free; Iran, 85s., duty paid. FENUGREEK.—Morocco, spot, nominal at 70s., duty free; Indian, 65s., duty free (nominal).

**PEPPER.**—English, 110s. to 120s., according to quality.

**PEPPERCORNS.**—About 6s. to 6s. 3d. per lb. would be the spot value of any remaining odd lots.

**PERILLA.**—There has been very little activity in the London market, and spot prices show no movement; shipment price of standard TN Perilla is rather lower at 150s. per cwt., c.i.f., sellers. Spot prices are as follows: Standard TN Perilla, 165s. per cwt., sellers; fine orange, 17s. to 20s. quoted; pure button, 215s. per cwt., quoted.

**PRICKLY ELM BARK.**—Spot supplies are small, and values are unaltered. Grinding quality,

spot, about 1s. 3d. per lb.; wired bundles, between 2s. 6d. and 2s. 9d. per lb.

**SQUILL.**—Bulbs of Portuguese origin are offered on spot at about 90s. per cwt.; Indian, spot, could be had at around 95s. per cwt., ex store.

**STORAX.**—Some supplies are stated to be available on spot at about 8s. 9d. per lb.

**STRAMONIUM LEAVES.**—A few inquiries have been received. Dealers quote Indian leaves on spot at about 105s. per cwt.

**TONKA BEANS.**—Dealers quote fair frosted Para on spot at about 4s. 6d. per lb.

**TRAGACANTH.**—Quiet, with certain medium grades at slightly lower figures, as follows: No. 1, white, £138; No. 2, white, £115; No. 3, white, £100; pale leaf, £90; amber leaf, £65; red leaf, from £28; woody and hoggy, from £10 to £15, ex store.

**TURMERIC.**—Madras finger, spot, quoted at 80s., Glasgow, and 85s., ex warehouse London.

**VALERIAN ROOT.**—In small demand at unchanged prices. Spot, Indian, approximately 135s. per cwt., ex store.

**WAXES.**—**Quiet.** **BEES'.**—Spot, 265s.; in bond, 250s.; Dar-es-Salaam, nominal at 267s. 6d. Japanese, first three brands, spot, duty paid, 205s. **CARNAUBA.**—Spot, fatty grey, 435s.; chalky grey, 430s.; Primeira, 535s.

## Essential and Expressed Oils

**ALMOND.**—In restricted supply and unquoted.

**BAY.**—Conditions are quiet, with spot values unchanged at last week's figure of 9s. to 10s. per lb., according to quantity.

**BOIS DE ROSE.**—The value of spot oil remains in the region of 22s. to 25s. per lb.

**CAJUPUT.**—Firm at the figures formerly quoted. Spot, about 8s. upwards per lb.

**CANANGA.**—Supplies are limited, with spot values in the region of 50s. to 60s. per lb.

**CEDARWOOD.**—It is understood that stocks in America are practically exhausted, and that the spot price would now be fully 5s. per lb.

**CINNAMON LEAF.**—Spot prices remain firm and unchanged at about 9s. 6d. per lb.

**CITRONELLA.**—Unchanged. Ceylon, on the spot, is quoted at about 7s. 9d. to 8s. per lb.; Java would be fully 12s. 6d. and possibly more.

**CLOVE.**—The price of English-distilled oil remains at 20s. per lb. Other grades, not necessarily B.P., may be available at less.

**EUCALYPTUS.**—For spot oil of 70 to 75 per cent., about 4s. to 4s. 6d. per lb. is being asked, according to holder; 80 to 85 per cent. would be worth around 4s. 6d. to 4s. 9d. per lb.

**FENNEL.**—Dealers' prices for sweet are unchanged at around 25s. to 26s. per lb.

**GERANIUM.**—Prices for both Bourbon and Algerian are nominal and would be a matter for negotiation.

**GROUNDNUT.**—The official price of refined deodorised remains at £40 per ton, naked ex works, for large bulk quantities.

**LAVENDER.**—Business has been on a small scale, but spot values are maintained. Spot, about 85s. per lb. for good-quality oils.

**LEMONGRASS.**—Spot values are firm and unchanged, with business quiet. Spot, about 14s. to 15s. per lb., according to quantity.

**LIME.**—The spot value of West Indian distilled is in the region of 40s. to 45s. per lb.

**LINSEED.**—Controlled price of £41 10s. per ton for large bulk quantities of crude, naked ex works, is unchanged. Distributors' prices for ordinary quantities would be higher.

**MANDARIN.**—Supplies are restricted, and spot prices would be a matter for negotiation.

**MUSTARD.**—Demand for British-made synthetic remains good, and values are unchanged at about 18s. 6d. upwards per lb.

**NUTMEG.**—Small quantities of good-quality oil would be worth 26s. to 28s. per lb. on spot.

**PALMAROSA.**—Steady, with spot quotations in the region of 32s. 6d. to 35s. per lb.

**PATCHOULI.**—Firm, with the value of good-quality oil on spot around 55s. per lb.

**PENNYROYAL.**—Spot values are unchanged approximately 25s. and 26s. per lb.

**PEPPERMINT.**—The demand for Chinese has been maintained and some business is reported on spot at 52s. 6d. per lb., but supplies are difficult to find.

**PETITGRAIN.**—Spot prices are nominal about 20s. per lb.

**ROSE.**—Spot is unquoted and the price would be a matter for negotiation.

**SANDALWOOD.**—Genuine East Indian Mysore is unchanged at 25s. per lb., in one-case lots.

**SASSAFRAS.**—Dealers are quoting spot steady at 15s. per lb.

**SPEARMINT.**—Dealers spot quotations American remain at approximately 22s. 6d. to 24s. per lb.

**WINTERGREEN (GENUINE).**—Dealers' quotations for spot supplies are in the region 12s. to 14s. per lb.

**WORMSEED.**—Quiet, with values unchanged. Spot, if available, about 23s. per lb.

## AMERICAN TOILET INDUSTRY

ACCORDING to a survey, published by the Industrial Reference Service of the United States Department of Commerce, of problems facing the American toilet industry, the rapidly expanding perfume and cosmetic industry of the United States is facing a drastic shortage of basic raw materials, occasioned by the disruption of foreign trade. The annual production of cosmetics in the United States is stated to have increased within the past forty years from less than \$7 million to more than \$200 million, while in addition approximately \$200 million worth of other American-made toilet preparations were sold last year.

### Import Problems

One of the most pressing problems facing the industry at the present time is that, while the basic ingredients must still be imported, imports have virtually ceased as a result of the British blockade and shortage of shipping space, practically all of which is conserved for war materials. Efforts are being made in the United States to expand production of lemon and orange oils, and these efforts have met with much success. Since the last war, for example, Californian industrialists have perfected native lemon and orange oils for use in perfumery, cosmetics, and flavourings, to take the place of such oils normally imported from Italy. The chief question at present is whether the Californian oils can be produced in sufficient quantities.

### Substitutes and Synthetics

Scientists, especially American scientists, have developed acceptable substitutes for bergamot oil, but their utility is dependent on the inclusion of 25 per cent. of the natural product. Attempts made in countries other than Italy to cultivate the fruit are stated to have met with complete failure. Many synthetic floral notes have been developed in the United States but they are not entirely satisfactory in comparison with better-class products, since the difference is readily detected, and the synthetic odor is less lasting than the natural. Extensive experiments and investments have been made in Florida to duplicate the Granddaddy flower fields, but failure has resulted. Where imports of these raw materials are at present essential to the survival of the American perfume and cosmetic industry, plans continue to be made to develop a permanent home source of supply. Most of the essential oils, as well as many botanical drugs, can, it is claimed, be grown in the United States, but the domestic products do not compete in price with European sources.

Full commercial sufficiency could be achieved either through voluntary spending or through some obligatory measure, since production costs in America would be considerably higher than those in foreign countries, no American planter cultivating the products voluntarily unless the endeavour proves profitable.



## CORRESPONDENCE

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

### A Reader Since 1878

SIR,—May I congratulate you on the new form the *C. & D.* has taken. The size is convenient. When I first saw it I thought a lot of news would have to be cut, but find you are giving us all the news in a concentrated form. It may interest you to know that I have been a regular reader of the *C. & D.* since 1878, and must be one of your oldest subscribers, and although I have been out of business for thirteen years I still look forward to the arrival of my copy on Saturday morning. The *C. & D.* was a monthly issue when I first knew it, and I well remember your starting the weekly issue—a great improvement, as news was up to date: I think the first weekly independent. . . . I have known quite well most of the leaders in the trade, more especially in the wholesale trade, and have seen many changes, not all I fear to the benefit of the trade. . . .

Yours truly,

Great Missenden. E. H. GRIMWADE.

### A Multiplicity of Prices

SIR,—The council of the Proprietary Articles Trade Association has noted that repeal of the medicine-stamp duties had led to many reductions in retail prices of medicines formerly stamped (*C. & D.*, November 1, p. 138). Continuance of the former discounts, however, has brought about a diminution in the amount of money profits provided. As retailers we are well aware of this, and while the consumer would be the one to benefit by the value of the missing stamp, there is no justification for penalising retailers. The methods by which the reductions in the retail prices of proprietary remedies are arrived at are hard to understand. Is there any guiding rule, or does each manufacturer fix the selling prices of his products according to his own fancy? The original standard value of most proprietary was a shilling, and the duty 1½d., making the retail price nominally 1s. 1½d. But before the P.A.T.A. came into existence many such remedies were sold at cut prices and not at their face value. During the war of 1914-18 the duty was doubled, and the retail price became 1s. 3d. When manufacturers discovered how they could take advantage of the chemists' concession known, admitted and approved

remedies and commenced "destamping," the retail price remained at 1s. 3d. whether the article was stamped or destamped, and there was no benefit to the consumer. In some instances the manufacturer kept the whole of the amount saved, in others he passed on a small fraction of the value to the retailer. With the present war came the imposition of the purchase tax, and the price rose to 1s. 5d. So far, the price changes were constant and uniform, though always in an upward direction. With repeal of the duties uniformity disappeared. Some manufacturers reduced the selling price by the full amount of the stamp, bringing the face value of the article back to its original figure of a shilling, plus twopence purchase tax, and in at least one instance this was done although the article had been previously destamped. Others have deducted only a penny from the selling price, making it 1s. 4d. If it is argued that the extra twopence is warranted by increased costs of production, it may be pointed out that these have not increased suddenly and unexpectedly since the repeal of the duties, while the price had not been previously raised on this account. Surely the same factors operate on remedies whose price has been reduced by the full threepence. There is nothing to prevent a manufacturer fixing any price he likes for his goods, but pity the poor assistant, who now has to find his way about among prices of 1s. 0½d., 1s. 1d., 1s. 1½d., 1s. 2d., 1s. 3d., 1s. 3½d., 1s. 4d., 1s. 5d., and 1s. 6d., and to be sure that he makes no mistake in doing so!

Yours faithfully,

BEWILDERED.

### Effects of Repeal Now Seen

SIR,—In an address at Glasgow on "Pitfalls for Pharmacists in the Pharmacy and Medicines Act, 1941" (*C. & D.*, October 18, p. 75), one point was that the Act did not prevent co-operative societies from reorganising and running 100 per cent. drug stores, if they so desired. If this means that they could form separate societies for this purpose, would not any business under the control of the co-operative societies really be a subsidiary company which would have to adhere to the percentage of sales restriction? The alternative (replacement

of registered pharmacies by drug stores) would certainly not be considered. In the meantime, the first consequence of the removal of the medicine-stamp duty may be seen in the windows of the bazaar stores, which now give prominent displays of proprietary remedies with window strips to draw attention to them.

Yours faithfully,  
WARDEN.

### Echo of Maybrick Case

SIR,—The announcement in the daily Press of the demise in America of Florence Elizabeth Chandler, formerly known as Mrs. Maybrick, will remind some of your older readers of a famous murder trial of fifty-two years ago. I suppose all pharmacists of that time were acutely interested in the case because it was one of poisoning by means of arsenic—a drug then constantly passing through their hands. The account of the trial as given by Mr. C. J. S. Thompson in his "Poison Mysteries," vividly revives one's interest in a few episodes which have occurred in one's own experience. The outstanding question in the trial was whether the small amount of arsenic found in Mr. Maybrick's body (0.049 of a grain in the liver—with traces in the spleen) justified the medical witnesses in believing that "the body of the deceased at the time of death probably contained a fatal dose of arsenic." It is well known, and has been for many years, that arsenic is tenaciously retained in the tissues when taken in an assimilable form. Consequently defending counsel (Sir Charles Russell), having knowledge that Mr. Maybrick had been in the habit of taking arsenic, persisted in his belief that the accused was not guilty. How long may a person continue to take arsenic? A near relation of my own suffering from a distressing form of eczema, which refused to succumb to any of the usual forms of treatment, had prescribed for it arsenic in pilules representing what was practically a daily maximum. These he took until signs of poisoning ensued. They were, after intermissions, renewed again and again throughout the rest of his life. He attained an age of over eighty years, for more than twenty of which his eczema had continuously been kept in check by arsenic. I have often wondered what might have happened if he had died in circumstances necessitating an autopsy.

Yours faithfully,  
PHARMACEUTIST.

## MISCELLANEOUS INQUIRIES

**Methylene Blue Carbohydrate Test.**—*T. G. & Co. (21/10).*—Make 5 c.c. of the solution alkaline with a few drops of 20 per cent. sodium hydroxide. Add a few drops of 0.1 per cent. methylene blue and boil. The blue colour of the solution is discharged rapidly if a reducing sugar be present, but returns temporarily on aerating the contents of the tube by shaking. The test is not specific, and is almost too delicate to be of general application. The solution rapidly regains its colour on aeration, owing to reoxidation of the dye precursor leucomethylene blue.

**Vitamin A Units.**—*W. & S. (20/10).*—Attempts to establish a factor for interpreting Carr-Price values in terms of international units have not yet met with very satisfactory results. For instance, a rich concentrate of vitamin A gave a blue value of 78,000 and contained approximately  $1.6 \times 10^6$  international units of vitamin A per gm., giving a ratio between international units per gm. and blue value of approximately 21 to 1. Other work indicates a ratio of 20 to 1 for the vitamin A of a distilled oil and for natural oil the ratio is about 40 to 1. A sample of crystalline vitamin A examined recently gave a blue value of 100,000 and has been reported to contain approximately  $3 \times 10^6$  international units per gm., indicating a ratio of 30 to 1. Other reports also emphasize the variability in the relation between these two measurements.

**Paraffin-wax Baths.**—*M. C. L. (16/10).*—The treatment of rheumatoid arthritis with paraffin-wax baths is briefly as follows. A double boiler or steamer is used to melt the wax, the melting-point of which should be about 110° F. The receptacle should be of sufficient size to permit the immersion of a hand or foot. The patient should immerse the limb in the wax and keep it perfectly still for a few seconds, withdrawing it and immersing it repeatedly, the wax being allowed to solidify on the limb after each immersion, until five or six coats of wax have been applied. The limb is then wrapped in jaconet and cotton wool for twenty to thirty minutes. The skin perspires freely beneath the wax and a local vapour bath is formed. At the end of the treatment, the wax is peeled off and leaves an intense erythema of the skin, which lasts for some time. The wax can be used again if required.





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● Few conditions are more incapacitating than the common cold, yet most people are obliged to continue work during an attack.

KARSODRINE INHALER instantly relieves nasal congestion and its concomitant headache and eye ache.

*Always ready for instant use*

The removal of a single cap makes it ready for use anywhere at any time and it fits easily into the pocket or hand-bag.

Since it promotes maximal aeration and drainage, KARSODRINE INHALER forms an ideal ambulant treatment for colds, coryza, hay fever and incipient sinusitis.

Retails at  
1/6  
(including tax)



*Each Karsodrine Inhaler contains:*

Amphetamine 0.330 grm.; Cineol 0.093 grm.; Ol. Citronella 0.026 grm.; Methyl-o-oxybenzoate 0.023 grm.; Ol. Cedri Lig. 0.005 grm.; Menthol 0.049 grm.; Ol. Eucalypti, 0.089 grm

*Shows You Up To*

**5½d. Per Dozen Profit**

even on small quantities when ordered with other "Griffiths Hughes" lines

For trade terms apply E. GRIFFITHS HUGHES Ltd., Adelphi, Salford, 3 Manchester

A PRODUCT OF **E. G. LABORATORIES**



**CONTINENTAL WATERS**

THE NATURAL MINERAL WATERS OF BATH  
**SULIS**  
Imported by The Searle & Co. Ltd.

**AGENTS REQUIRED**

**SULIS**

**BRITISH MINERAL WATER**

CATER, STOFFELL & FORTT LTD., SPRINGS, BATH

**MANOIDS**

**THE POTENT BRAIN & NERVE TONIC FOR MEN**

1/3 size, 7/6 doz. FROM ALL SUNDRIES  
2/3 " 13/6 " HOUSES, OR  
(plus P. Tax) "

THE  
Acton Pill & Tablet Co. Ltd.  
ASH VALE SURREY

ESTABLISHED 1793

**ATKINSON & BARKER'S**  
**INFANTS' PRESERVATIVE**

The Best and Safest Infants' Medicine of  
140 years' standing

Does not contain any Scheduled Poison

**ROBERT BARKER & SON, LTD.**  
13 WESLEY ST., C. on M., MANCHESTER





# BEECHAM'S HOME MEDICINES

## *set the pace!*

**KEEP UP YOUR STOCKS OF BEECHAM'S  
PILLS, BEECHAM'S POWDERS, and  
BEECHAM'S LUNG SYRUP**

Health will never take second place in the well-being of this nation, and those factors which help to maintain physical fitness are today *more important than ever*. The links you forge with satisfied customers in times like these will hold when normal times return. For these reasons it will pay you to order Beecham's Home Medicines with an eye to current sales and *the remarkable power of sales like these to build up business for the future.*

**Show material is still available Please write to:**



# BEECHAM'S PILLS LTD

## ST. HELENS LANCs.

# CURICONES

THE FAMOUS RHEUMATIC REMEDY

Is it a  
**FULL PROFIT  
LINE?**

**YES . . .**

33 $\frac{1}{3}$ % profit on selling price. 50% profit on purchase price.

Are supplies  
available and  
deliveries  
up-to-date?

**YES . . .**

your *total* order can be filled. And deliveries are at normal peacetime rate.

Is there a  
**BIG  
demand?**

**YES . . .**

most adults in your district suffer to some extent from rheumatic ills.

Are there  
any  
sales-aids?

**YES . . .**

National! Advertising continues on the same scale as hitherto. Showcards sent on request.

Can the remedy  
be recommended  
with confidence?

**YES . . .**

Curicones has the support of the Medical Profession, over 7,000 Doctors recommend.

Let CURICONES help you to bridge the gap in your turnover brought about by the Limitation of Supplies Regulations. Always carry adequate stocks.

CURICONES are now a P.A.T.A. Line

**STEPHEN MATTHEWS & CO. LTD.**  
12-21 FARRINGDON ST., E.C.4

## GREENWICH Orange Quinine Tonic Powders

RETAIL	4d.	8d.	1/4
WHOLESALE	2/3	5/3	10/6
(INC. P. T.)			

Symbol of



Self-preservation

Supported by constant press  
advertising stressing ———  
"only from your chemists"

**MILNER & COKE LTD**

11 JOHN FENN ST., LONDON, S.E.13

PHONE: TIDEWAY 3547

## GLAND SUBSTANCES

IN POWDER, SOLUTION, TABLETS, INJECTIONS

Including—

**LIVER : THYROID  
ADRENALIN : PITUITARY  
ORCHITIC : OVARIAN  
STOCKS AVAILABLE**

We Specialise in  
"OWN FORMULA" Pharma-  
ceutical Products—in Tablets,  
Solutions, Ampoules or Capsules,  
and invite Trade enquiries for  
Home and Export.

All our well-known specialities  
are obtainable through your  
wholesalers.

BRITISH MADE BY  
**GEDEON RICHTER LTD.** (Gt Britain)  
RICHTER HOUSE, WEEDINGTON ROAD,  
LONDON, N.W.5  
TELEPHONE, GULLIVER 3478-9





# ORANJEAST

is NOT AN ORANGE SUBSTITUTE but a tonic yeast drink in a novel and pleasing form

*You can sell easily*

## This NEW YEAST TONIC FOOD DRINK

**\* YEAST FOR STRENGTH**

**\* ORANGES FOR FLAVOUR**

Oranjeast is a tonic yeast drink in a novel and pleasing form. It possesses the healthful qualities of yeast plus the luscious flavour of oranges. Rich in Vitamins B.1. and B.2., and Proteins. Oranjeast is a harmless stimulant, a potent energiser, and a reliable pick-me-up as well as being one of the pleasantest drinks obtainable today.

THE CERTIFICATE OF THE ROYAL INSTITUTE OF PUBLIC HEALTH AND HYGIENE HAS BEEN AWARDED IN RESPECT OF ORANJEAST

**Regular National Advertising started October 1**

**ORDER A SUPPLY NOW**

WHOLESALE

**81/-**

per gross

RETAIL

**9d.**

per pkt

PROFIT

**27/-**

per gross

### WINDOW DISPLAY BONUS

Up to 5% will be allowed to retailers for Oranjeast Window Displays of not less than one month's duration. Dummy Outers, Packings, Leaflets, Window Bills, etc. supplied. Full particulars from Regional Agents or direct

ORDER ORANJEAST through MAW, SON & SONS, LTD., Aldersgate House, New Barnet, Herts., or your usual wholesaler

# ORANJEAST

JAMES CHEMICALS, LTD., 2 THE GREEN, RICHMOND, SURREY

# KARMOID

## LAXATIVE TABLETS

*C.F. and P.A.T.A. Lines*

Obtainable from all  
Wholesalers in 3 sizes

RETAIL

7½d., 1/3d. and 3/-

RETAIL PLUS TAX

8½d., 1/5d. and 3/4½d.

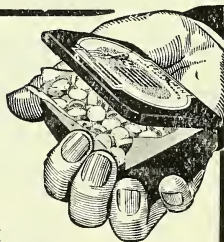
*or direct from*

**INTERNATIONAL LABORATORIES LTD.**

CHARLBURY, OXON.

Phone: Charlbury 29

**Doing a  
really  
good job  
of work!**



Yestamin is doing valuable 'war service' itself by helping tens of thousands to do theirs—giving them more Energy, fortifying their Nerves, and warding off common ailments. This entirely drugless form of Vitamin Yeast is a true 'Chemists' Friend' which it pays you to stock

# YESTAMIN

VITAMIN YEAST TABLETS

Write for Terms—strictly 'C.F.'

The English Grains Co. Ltd., Burton-on-Trent

## "MORELIX"

(Registered Trade Mark)

**THE IDEAL NUTRITIVE VITAMIN TONIC  
FOR CHILDREN AND ADULTS**

CONTAINS

MORRHUOL, MALT EXTRACT, HYPOPHOSPHITES  
AND VITAMINS "A" AND "D"

Size	Retail	Wholesale
4 oz.	1/6	9/6 dozen
8 oz.	2/6	16/- "
16 oz.	4/6	28/- "

DISPLAY SHOWCARD SUPPLIED

**GALE, BAISS & COMPANY, LTD**  
274-276 ILBERTON ROAD, LONDON, S.E.1

Incorporating the businesses previously carried on by

GALE & CO., LTD. and BAISS BROS. & CO., LTD

(Established 1786)

(Established 1833)

Phone: New Cross 0094

Grams: "Dreadnought, Peck, London"



# OXOID

The word "OXOID" is the trade mark of  
OXO Ltd., and is used in connection with  
their therapeutical preparations both in  
tablet and fluid extract form.  
ORGANO-THERAPEUTICAL PRODUCTS

## OXO LABORATORY PREPARATIONS

### FOR PERNICIOUS ANÆMIA

#### OXO LTD'S LIVER EXTRACT

For INJECTION, (I.M.)

The potency of "OXOID" Brand Liver  
Extract for Injection in the treatment  
of Pernicious Anaemia is guaranteed.

The usual maintenance dose is 2 c.c. in-  
jected at weekly or fortnightly intervals.  
Dosage for emergency use is 4 c.c. for  
the first day and 2 c.c. on alternate days.

Supplied in ampoules of 2 c.c. and bottles of 10 c.c. and 20 c.c.

Ampoules: 6 (6/6); 12 (12/6); 50 (48/-); 100 (92/-).

Bottles: 10 c.c. (4/9); 20 c.c. (8/6).

### "ERYTHOID"

"Erythoid" is desiccated gastric tissue,  
manufactured at a low temperature.

An efficient preparation and can be con-  
fidently recommended as an alternative  
or a substitute for liver in the treat-  
ment of Pernicious Anaemia.

Put up in Vials, each of which contains  
15 grams of desiccated gastric tissue;  
and can be administered by mouth,  
mixed with milk.

In boxes of 10 Vials (7/6).

Literature supplied on application.

OXO LIMITED, Thames House, London. E.C.4

OXO LABORATORY PREPARATIONS

## Two Sales more in every four—

that is your reward for giving prominence to  
that most needful of best sellers.



There is no house where the economy, the  
efficiency, the convenience of "Loganite"  
will not appeal for the following very human  
reasons—

**LOGANITE**  
DOES SAVE COAL

1. LOGANITE saves  $\frac{1}{3}$   
cost of coal.

**LOGANITE**  
DOES SAVE COAL

2. LOGANITE makes  
2 cwt. go as far as  
three.

**LOGANITE**  
DOES SAVE COAL

3. LOGANITE makes  
poor quality coal  
burn well.

**LOGANITE**  
DOES SAVE COAL

4. LOGANITE makes  
the coal ration go  
half as far again.

**LOGANITE**  
DOES SAVE COAL

5. LOGANITE is so  
cheap that a 6d.  
packet treats 2 cwt.

These facts have been proved under severe tests  
by many of the nation's largest industrial and  
commercial enterprises.

Compelling advertising throughout the country  
in over 200 newspapers, magazines, etc., and in  
500 cinemas by means of a Film of dynamic  
interest and conviction.

## STOCK — SHOW — SELL LOGANITE

USUAL TRADE TERMS

BE READY—Stock Liberally—ORDER NOW

LOGANITE PRODUCTS LIMITED  
Grand Buildings, Trafalgar Sq., W.C.2

Available from S. MAW, SON, & SONS, Barnet; SANGERS,  
LTD. and their Associated Companies, and all wholesalers



*Ample supplies  
available  
In case of difficulties  
communicate direct with us*

**TAXOL**

RETAIL  
PRICE

50's — 3/4  
500's — 27/8  
(INCLUDING PURCHASE TAX)

BIOLOGICAL TREATMENT OF  
**CONSTIPATION**  
CONTINENTAL LABORATORIES LTD. BRUNEL ROAD, LONDON, W.3.

**SAMONA**  
*-makes life  
worth living*

The Wonderful Medical Restorative which  
brings immediate benefit in all cases of

NERVE STRAIN. DEPRESSION.  
TIRED AND LISTLESS APPEARANCE  
MENTAL AND PHYSICAL EXHAUSTION

Prices 3/5 and 5/7½ (more than double  
quantity) (Including Purchase Tax)

**SAMONA LTD.**  
Northington House, Northington Street, W.C.1

**NO SHORTAGE OF SUPPLIES**

**GOOD PROFITS FOR THE CHEMIST**

**GUMS TRAGACANT  
AND ACACI**

As Imported or Finely Powder  
ALL GRADES

FREDK. FINK & CO., 1 Fenchurch Street, London, E.C.3  
Telephone: Mansion House 8119

**PHARMAN (BIRTLEY), LTD.**

Manufacturers of  
Pharmaceutical Specialities  
BIRTLEY, Co. DURHAM

**DORSELLA**  
... IS THE WORLD'S FINEST  
**MILK FOOD**

You can recommend it with every  
confidence for Infants and invalids.  
It is a Prideaux product, and shows  
a good profit

Ask for details and Special Terms

**PRIDEAUX'S PURE CASEIN Co. Ltd.**  
MOTCOMBE · DORSET London Office - 6 Southwark St





## Your Stock of Dō-Dō

There is no need for a single Asthma sufferer to go short of Do-Do for as much as a day. Foresight has ensured adequate supplies of tablets for some time to come, in spite of steadily increasing demand. We ask your co-operation in seeing that Do-Do Asthma Tablets flow uninterruptedly to those whom they so greatly benefit. How do your stocks stand today? Please re-order in good time.

**International Laboratories Ltd.**  
CHARLBURY - OXON.

# KILOL



## THE IDEAL RAT AND MOUSE DESTROYER



★ Protect your stocks  
and save waste on the  
National Food Front



### NOT A VIRUS or under Poison Act

Kilol is the safe Rodent exterminator rapidly coming to the front. Contains no phosphorus. Causes intense internal irritation, stops the passages, and as rats and mice cannot vomit, KILOL cannot be ejected. The digestive juices dissolve the KILOL which becomes poisonous. The rodent manufactures his own poison internally! Thirst drives him into the open, where he dies and WITHERS—no DECAV. Exhaustively tested and verified by eminent authorities.

Retailing at 1/6 each

NOT SUBJECT TO PURCHASE TAX OR LIMITATION OF SUPPLY ORDER

ORDER FROM YOUR WHOLESALER

SOLE DISTRIBUTORS

# ALFRED FRANKS

AUDLEY HOUSE, ELY PLACE

TELEPHONE: HOLBORN 1078/9



**CAMPHORETTES**  
GUARDS AGAINST  
EPIDEMICS,  
COLDS, COUGHS,  
FLU AND ALL  
WINTER AILMENTS.  
To be worn  
near the Chest.

**LUNDIE'S Camphorettes**  
Worn near the chest protects  
Children and Adults from  
EPIDEMICS, COLDS, 'FLU AND  
ALL WINTER AILMENTS.  
**Camphor & Menthol**  
4 1/2 lb

**LUNDIE'S**  
Worn near the chest protects  
Children and Adults from  
EPIDEMICS, COLDS, 'FLU AND  
ALL WINTER AILMENTS.  
**Camphor & Menthol**

**CAMPHORETTES**  
GUARDS AGAINST  
EPIDEMICS,  
COLDS, COUGHS,  
FLU AND ALL  
WINTER AILMENTS.  
To be worn  
near the Chest.

**LUNDIE'S**  
Worn near the chest protects  
Children and Adults from  
EPIDEMICS, COLDS, 'FLU AND  
ALL WINTER AILMENTS.  
**Camphor & Menthol**

**A new  
line for  
Chemists**

**LUNDIE'S**  
**CAMPHORETTES**  
CAMPHOR & MENTHOL  
WORN NEAR THE CHEST, PROTECTS CHILDREN  
AND ADULTS FROM EPIDEMICS, COLDS, 'FLU, etc.

*Every Mother —  
a potential customer*

Sells itself—only needs showing on your counter!

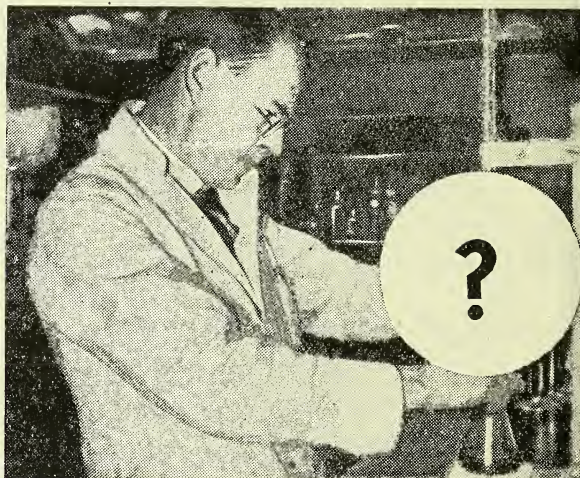
Retailing at 4½d. INC. PURCHASE TAX  
ORDER FROM YOUR WHOLESALER

**AND BARTLETT CO. LTD.**  
LONDON, E.C.1

TELEGRAMS: "ALFRANKO SMITH LONDON"

# WHAT IS HE DOING?

He is adjusting exactly the strength of *Panc. Ext. Benger*. Each tin of Benger's Food contains sufficient—just sufficient—no more and no less—extract of mammalian pancreas to digest itself and the quantity of milk required to convert it to a delicious nutritive Food. (We may not tell you how it is done because although there is no secret about Benger's Food—every doctor in the land knows its composition—there are processes which only Benger's



laboratory chiefs may know). It is a scientific wonder that Benger's Food not only modifies the protein of milk and converts the starch in its own wheaten powder, but that you can regulate the extent of this self-digestion while you make the Food. Two minutes! Fifteen

minutes! up to Forty-five minutes! is the range of Benger's self-digestion. This elasticity of preparation makes Benger's Food unique—equally valuable as a "goodnight" drink, or a light diet or a food for patients who are seriously ill. Benger's strengthens the digestion because it gives the maximum nourishment with no more digestive work than is suitable to the individual capacity.

## TELL YOUR CUSTOMERS THIS ABOUT BENGERS

Tell your customers that Benger's Food contains pancreatic digestive enzymes and that when the hot milk is poured on to the cold mixture—according to directions for making—the resulting temperature releases these enzymes for their work. This is partial digestion of both Food and milk. Tell them that Benger's is the only Food in the world which does this. Tell them it only takes as long to make as half a pint of milk takes to boil.

T.11



BENGERS FOOD, LTD., HOLMES CHAPEL, CHESHIRE

[39/31]





# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

NOVEMBER 8  
1941

28 ESSEX STREET, LONDON, W.C.2

## CLASSIFIED SUPPLEMENT ADVERTISEMENTS

All classified advertisements must be prepaid—those not accompanied by remittance will be held over pending payment. Instructions will be accepted up to **FIRST POST THURSDAYS** if sent to **BATH**, but mid-day **WEDNESDAY** is latest time for **LONDON**.

### THIS IS THE TARIFF

**AGENCIES, PATENTS,  
GOODS FOR SALE,  
PARTNERSHIPS,  
PREMISES TO LET,  
FOR SALE or WANTED**

7/6 for 36 words or less,  
2d. for every additional word.

**MISCELLANEOUS SECTION** (for Wholesalers, etc.), for odd and second-hand lots—12/6 for 60 words or less, 1/- for every additional 10 words or less.

**SITUATIONS WANTED**—2/6 for 18 words or less, 1d. for every additional word.

**EXCHANGE COLUMN** (for Retailers, etc.)—2d. per word, minimum 3/-.

Box Office Numbers 1/- extra.

Uncertain postal deliveries make it advisable to send instructions as early as possible to **THE CHEMIST AND DRUGGIST, THE PITMAN PRESS, BATH**, or to London Office, 28 Essex Street, Strand, London, W.C.2

**LEGAL NOTICES,  
SALE BY AUCTION,  
TENDERS—AND ALL  
SPECIALLY SPACED  
ANNOUNCEMENTS**

1/9 per nonpareil line. (12 lines  
= 1 inch, single column.)

**BUSINESSES for DISPOSAL**

**BUSINESSES WANTED**

**SITUATIONS OPEN**

7/6 for 40 words or less, 2d.  
for every additional word.

## ADVERTISER WISHES TO PURCHASE OUTRIGHT OR SUBSTANTIAL INTEREST IN ESTABLISHED CONCERN

An established firm of Manufacturing Chemists with complete organisation and plant, are desirous of purchasing outright, or a substantial interest in, a firm marketing Proprietary Medical or Branded Food lines, having had a minimum pre-war turnover of £10,000 per annum. War-time difficulties no impediment, providing there are post-war possibilities of expansion. Please give fullest details, which will be treated in strict confidence and immediately acknowledged. Box 214, Smiths', 100 Fleet Street, E.C.4.

## ASPIRIN GRANULES B.P. WANTED

Regular deliveries required in quantities  
up to 1 Ton per week

**FOR SPOT CASH**

Write in first instance to

**MR. LEWIS, 46 ARKWRIGHT ROAD  
LONDON, N.W.3**

Telephone No. Hampstead 1958

## OPTICAL TUITION

FOR THE

S.M.C., B.O.A., and N.A.O. DIPLOMA Examinations  
Particulars:—

**C. A. SCURR,** F.S.M.O., F.B.O.A., F.N.A.O.,  
F.I.O., F.C.O., M.P.S.

50 HIGH STREET, BARNET, LONDON, N.

We cannot offer

## TOILET ROLLS

to new customers at present  
but accept limited repeat orders

**BRITISH UNICORN, LTD.**  
122 LONDON WALL, LONDON, E.C.2

## SHOPFITTERS

**MYERS OF OLD ST.** THE PHARMACY FITTERS  
ALL PHARMACY FITTINGS. New and Secondhand.  
A.R.P. IMMEDIATE REPAIRS & RENEWALS  
TO SHOP FRONTS AND FITTINGS

Write, phone or call

L. MYERS, 133-135 OLD ST., E.C.1. Phone: CLE 6381

## EDUCATIONAL

FOR Personal Practical Tuition and Correspondence Tuition in Optics and Sight Testing, etc. Apply, C. V. BOLTON, F.S.M.C., F.I.O., 1 LORD STREET, LEIGH, LANCs. TEL.: 527.

## APPOINTMENTS

### ESSEX COUNTY COUNCIL

#### APPOINTMENT OF PHARMACISTS

The County Council of the Administrative County of Essex invite applications from members of the Pharmaceutical Society, for the following appointments at the under-mentioned Hospitals:—

#### ESSEX COUNTY HOSPITAL, BLACK NOTLEY

Head Pharmacist . . . Salary £350  
Assistant Pharmacist . . . Salary £250  
(plus War Bonus).

The above appointments are offered as temporary appointments, but may be continued.

#### ESSEX COUNTY HOSPITAL, BROOMFIELD

Single-handed Pharmacist Salary £300.

The above appointment is upon the established staff of the Hospital and the person appointed will be required to pass a medical examination, and to contribute to the appropriate Superannuation fund.

All the above appointments will be subject to the Council's Sick Pay Rules and Regulations, a copy of which will be forwarded on application, and to the Standing Orders of the Council.

Applications accompanied by copies of not more than three testimonials (which will not be returned) should be enclosed in an envelope marked "Appointment of Pharmacists," addressed to me, and delivered at the County Hall, Chelmsford, not later than 9 a.m. on Monday, the 24th November, 1941.

JOHN E. LIGHTBURN,  
Clerk of the County Council.

County Hall,  
Chelmsford.  
3rd November, 1941.

## AGENCIES

WHOLESALE Chemists require additional lines. Chemists' Sundries and New Proprietaries specially wanted. Good distribution assured. CDB/821, London Office of this Paper.

## SITUATIONS OPEN

### RETAIL (HOME)

**BIRMINGHAM.**—Branch Manager, Male or Female, not liable to military duty. Experience and courteous. Permanency. Good prospect. Good salary. Light suburban business. Apply with full particulars to Managing Director, Hedge (Chemists) Ltd., 10 Dale End, Birmingham, 4.

**BRIGHTON.**—Vacancy exists for senior Unqualified Assistant in modern Pharmacy. Permanency for suitable man. Good wages offered at conditions. Apply, 392/390, London Office of this Paper.

**HOVE.**—Qualified or Unqualified Assistant required for high-class Dispensing establishment. Please give full particulars in first letter to Partridge & Greening, 105 Church Road, Hove.

**LONDON, N.22.**—Assistant required for busy middle-class Pharmacy, Counter and Dispensing State age, experience and salary required. Thackeray Chemist, 8 Westbury Avenue, Wood Green.

**LONDON, S.W.**—Unqualified Assistant (female) required for West End district, with knowledge of Drugs and Proprietary Medicines. Write giving full particulars and salary required, Box 823, Selous Ltd., Brettenham House, Strand, W.C.2.

**LONDON, W.**—Young Lady, qualified, good-class Dispensing Business; permanency. Please state age, experience, and salary required. Phone, Starkey, Park 6350, or CDB/823, London Office of this Paper.

**PLYMOUTH.**—Qualified Assistant, either sex, living accommodation. Full particulars, salary, etc. B. T. R. Shelton, Alston, Plympton, S. Devon.

A **MIDLAND** firm of Chemists has a vacancy for an Assistant, principally for Dispensing, and to assist at Branches when required. Qualifications not essential. Full particulars, salary required CDB/825, London Office of this Paper.

**ASSISTANT** required, Lady or Gentleman. Bishop, Thames Ditton, Surrey.

**ASSISTANT**, male, N.H.I. dispensing. Working class district. Active, exempt military service. Full particulars. Butlers, 42 Old Market Street, Bristol.

**COMPETENT** Dispenser required, at once if possible, for good-class business in reception area. Qualified or Unqualified, lady or gentleman, exempt military service. Apply, stating age, salary required giving references and usual particulars. Hunt & Co. Chemists, 45 High Street, Winchester.

**DISPENSER**, Lady or Gentleman, Unqualified or with Hall qualification, required by W. Partridge, Chemist, 431 Gloucester Road, Bristol. Hours: 6 p.m. closing. No Sunday or Wednesday duty. Please state salary required in first letter.

**DRUG COUNTER.** Assistant required. Male or female. Able to Dispense. Apply in writing "D," Staff Office, Welwyn Stores (1929), Ltd. Welwyn Garden City, Herts.

**FULL-TIME** Qualified Dispenser, either sex, live on premises; rent, fuel, and light for commencing at an agreed date. State age, experience, recent testimonials, and salary required. Drs. Lyle, Hall, Anderson & Bow, 1 West End Terrace, Stockton-on-Tees.



**WANTED**

**A**UTOMATIC Tube-Filling Machine required, for small collapsible tube. Price and particulars, 392/385, London Office of this Paper.

**C**OPY of B.P. 1932, in good condition. Offers to Muller, 376 Great West Road, Hounslow, Middlesex.

**O**ILS or Fats and Glycerine, also Block Stearine wanted. Box 56, Pool's, Brettenham House, Lancaster Place, W.C.2.

**S**TEARIC Acid. Supplies wanted. Spot cash. 392/381, London Office of this Paper.

**T**ABLET Machinery Wanted. Eureka Single Punch, hand or power; also Ointment Filling Machine. Write Commercial Advertising Service, Ltd., North Parade, Manchester, 3.

**W**ANTED by England's largest photographic dealers. All Miniature Cameras, extra lenses, and accessories, Rolleiflex, Leica, Contax, Ikontas, etc.; also films for Leica, etc. Will buy quotas. Wallace Heaton, Ltd., 127 New Bond Street, W.1.

**W**ANTED New derelict Cartons for foodstuffs. Approximate size 6" x 2½" x 1½". Details, 391/360, London Office of this Paper.

**W**ANTED Ascorbic Acid, Aspirin, Benzyl Benzoate, Methyl Atropine Nitrate, Papaverine, Phenacetin, Sulphonal, Theobromine, Theophyllin. Good prices paid for large or small quantities. 391/361, London Office of this Paper.

**W**ANTED.—Optical Test Case with full range of sights. Rimmed. Full particulars to Harris Rundle, 51 High Street, Belfast.

**W**ANTED. Quince Seeds, Terpeneless Oil of Lemon, 2-drum vials, cork or screw neck; 1-doz. outers for 3-oz., 4-oz., 6-oz., 8-oz. and 16-oz. Medical Flats. Also any other useful outers, large size. Large or small quantities. CDB/827, London Office of this Paper.

**W**ANTED for Spot Cash: National and Remington Cash Registers, Personal Weighers (1d. n slot), Typewriters, Safes, etc. Any quantity entertained. A. B. & M., Ltd., 4 Pinner Road, Harrow, Middlesex. Phone: HARrow 2598.

You need  
the

C. and D.

## **PURCHASE TAX READY RECKONER**

It simplifies transactions, saves valuable time and eliminates possibility of errors

It gives at a glance the amount of purchase tax to be added to the Retail Sales price of goods

- (a) Bought and sold by weight.  
(b) Bought and sold in numbers.

In handy form for Counter use.

1 copy	..	..	7d. post free
3 copies	..	..	1/8 " "
6 " "	..	..	3/- " "
12 " "	..	..	5/6 " "

Special quotations for larger quantities.

Remittance should accompany orders to

**THE CHEMIST AND DRUGGIST**  
The Pitman Press, BATH

## **ARE YOU UNEMPLOYED AS A DIRECT RESULT OF THE WAR? IF SO, READ THIS**

In order to assist employees who have lost their employment, either through enemy action or through businesses being closed down in defence areas, a scheme of free advertisements in the "Situations Wanted" column of this Supplement will be available until further notice.

Any such employee of a retail pharmacist, whether qualified or not, or any employee of works producing or distributing products in connexion with the drug and associated industries is invited to make full use of this facility without charge.

Advertisements should be accompanied by particulars of last employment and cause of its termination, and should be addressed to The Publisher, The Chemist and Druggist, The Pitman Press, Bath, to arrive not later than WEDNESDAY morning of week of issue.

## **WAR-TIME UNEMPLOYMENT SITUATIONS WANTED**

The advertisements in this section are inserted free and are from advertisers who have lost their employment as a direct result of the war. Prospective employers are requested to give them special consideration.

Advertisers in this Section should advise us immediately employment has been secured.

### **RETAIL**

**A**S Senior Assistant, management of drug stores, or in wholesale. Widely experienced. Last position, 5½ years (retail). Disengaged through war conditions. Hall qualification. Excellent reference. Over military age. CDB/783, London Office of this Paper.

**L**ADY Dispenser (Hall qualification), thoroughly experienced, seeks appointment in emergency or voluntary Hospital, or with doctors. CDB/780, London Office of this Paper.

### **WHOLESALE**

**A** REPRESENTATIVE, over military age, 20 years' experience with past house in the West of England, Midlands, also London, carrying high-class Perfumery and Toilet Goods, now disengaged owing to limitation of supplies. Extensive personal connexion. Own car. CDB/812, London Office of this Paper.

**R**EPRESENTATIVE, 20 years' experience Wholesale and Retail Chemists throughout Scotland, seeks two or three agencies. Apply CDB/813, London Office of this Paper.

## **STOCKTAKING?**

Good Stocktakers are scarce. You can halve the labour and do the job quickly and efficiently if you use the C. & D. Stocktaking Pads.

### **C. & D. STOCKTAKING PAD**

Price of Complete Pad, 2/6 post free from  
The Chemist & Druggist, The Pitman Press, BATH

## SHOPFITTERS

### MYERS OF OLD ST. THE PHARMACY FITTERS

ALL PHARMACY FITTINGS. New and Secondhand.  
A.R.P. IMMEDIATE REPAIRS & RENEWALS  
TO SHOP FRONTS AND FITTINGS

Write, phone or call

L. MYERS, 133-135 OLD ST., E.C.1. Phone: CLE 6381

## EDUCATIONAL

FOR Personal Practical Tuition and Correspondence Tuition in Optics and Sight Testing, etc. Apply, C. V. BOLTON, F.S.M.C., F.I.O., 1 LORD STREET, LEIGH, LANCs. TEL.: 527.

## APPOINTMENTS

### ESSEX COUNTY COUNCIL

#### APPOINTMENT OF PHARMACISTS

The County Council of the Administrative County of Essex invite applications from members of the Pharmaceutical Society, for the following appointments at the under-mentioned Hospitals:—

#### ESSEX COUNTY HOSPITAL, BLACK NOTLEY

Head Pharmacist . . . Salary £350  
Assistant Pharmacist . . . Salary £250  
(plus War Bonus).

The above appointments are offered as temporary appointments, but may be continued.

#### ESSEX COUNTY HOSPITAL, BROOMFIELD

Single-handed Pharmacist Salary £300.

The above appointment is upon the established staff of the Hospital and the person appointed will be required to pass a medical examination, and to contribute to the appropriate Superannuation fund.

All the above appointments will be subject to the Council's Sick Pay Rules and Regulations, a copy of which will be forwarded on application, and to the Standing Orders of the Council.

Applications accompanied by copies of not more than three testimonials (which will not be returned) should be enclosed in an envelope marked "Appointment of Pharmacists," addressed to me, and delivered at the County Hall, Chelmsford, not later than 9 a.m. on Monday, the 24th November, 1941.

JOHN E. LIGHTBURN,  
Clerk of the County Council.

County Hall,  
Chelmsford.  
3rd November, 1941.

## AGENCIES

WHOLESALE Chemists require additional lines. Chemists' Sundries and New Proprietaries specially wanted. Good distribution assured. CDB/821, London Office of this Paper.

## SITUATIONS OPEN

### RETAIL (HOME)

**BIRMINGHAM.**—Branch Manager, Male or Female, not liable to military duty. Experience and courteous. Permanency. Good prospect. Good salary. Light suburban business. Apply with full particulars to Managing Director, Hedger (Chemists) Ltd., 10 Dale End, Birmingham, 4.

**BRIGHTON.**—Vacancy exists for senior Unqualified Assistant in modern Pharmacy. Permanency for suitable man. Good wages offered on conditions. Apply, 392/390, London Office of this Paper.

**HOVE.**—Qualified or Unqualified Assistant required for high-class Dispensing establishment. Please give full particulars in first letter to Parr & Greening, 105 Church Road, Hove.

**LONDON, N.22.**—Assistant required for busy middle-class Pharmacy, Counter and Dispensing. State age, experience and salary required. Thackeray Chemist, 8 Westbury Avenue, Wood Green.

**LONDON, S.W.**—Unqualified Assistant (female) required for West End district, with knowledge of Drugs and Proprietary Medicines. Write giving full particulars and salary required, Box 823, Sell Ltd., Brettenham House, Strand, W.C.2.

**LONDON, W.**—Young Lady, qualified, good-class Dispensing Business; permanency. Please state age, experience, and salary required. Phone, Starkey, Park 6350, or CDB/823, London Office of this Paper.

**PLYMOUTH.**—Qualified Assistant, either sex. Living accommodation. Full particulars, salary, etc. B. T. R. Shelton, Alston, Plympton, S. Devon.

**A MIDLAND** firm of Chemists has a vacancy for an Assistant, principally for Dispensing, and to assist at Branches when required. Qualification not essential. Full particulars, salary required. CDB/825, London Office of this Paper.

**ASSISTANT** required, Lady or Gentleman. Bishop, Thames Ditton, Surrey.

**ASSISTANT**, male, N.H.I. dispensing. Working class district. Active, exempt military service. Full particulars. Butlers, 42 Old Market Street, Bristol.

**COMPETENT** Dispenser required, at once if possible, for good-class business in reception area. Qualified or Unqualified, lady or gentleman, exempt military service. Apply, stating age, salary required giving references and usual particulars. Hunt & Co Chemists, 45 High Street, Winchester.

**DISPENSER**, Lady or Gentleman, Unqualified or with Hall qualification, required by W. Partridge, Chemist, 431 Gloucester Road, Bristol. Hours: 6 p.m. closing. No Sunday or Wednesday duty. Please state salary required in first letter.

**DRUG COUNTER.** Assistant required. Male or female. Able to Dispense. Apply in writing "D," Staff Office, Welwyn Stores (1929), Ltd. Welwyn Garden City, Herts.

**FULL-TIME** Qualified Dispenser, either sex, live on premises; rent, fuel, and light free commencing at an agreed date. State age, experience, recent testimonials, and salary required. Drs. Lyle, Hall, Anderson & Bow, 1 West End Terrace, Stockton-on-Tees.



**LADY** Pharmacist, Dispensing and Counter, for London West Pharmacy. Apply giving full particulars of experience to Lewis & Burrows, Ltd., 146 Holborn, E.C.1.

**MANAGERIAL** positions available in the London area to Pharmacists over military age. Must be active and capable. Apply by letter giving full particulars, to Retail Staff Manager, Taylors Cash Chemists, Ltd., 70 Vauxhall Bridge Road, S.W.1.

**MIDDLESEX COUNTY COUNCIL** requires **ASSISTANT PHARMACIST** at North Middlesex County Hospital, Edmonton, N.18. Must hold one of the qualifications of the Pharmaceutical Society. Salary £200 to £250 p.a. (plus cost of living bonus), according to age and experience. Whole-time duties under supervision of Medical Superintendent and Pharmacist. Unestablished staff, subject to medical examination. Application, stating age, nationality, qualifications and experience to Medical Superintendent, "L.1" of the hospital. Application forms not provided. Relationship to any member or officer of the Council to be disclosed. Copies of not more than three recent testimonials. Canvassing directly or indirectly will disqualify. Closing date: 22nd November, 1941.

**PERMANENCY.** Qualified males or females. Successful applicants will be required to pass medical examination and contribute to Superannuation Scheme. Reply with details of age, experience, salary required, to the Secretary, Brightside and Carbrook Co-operative Society, Ltd., 10a Ridgeway Road, Sheffield, 2.

**PERMANENT Situation.** Wanted qualified Lady (or gentleman) to take charge of branch. Progressive post to suitable applicant. Apply stating age, experience and wages required to The Secretary, Colne & District Co-operative Society Ltd., Colne Hall, Colne, Lancs.

**PHARMACISTS,** qualified, males over 30 years of age or females any age for Pharmacy Department in modern Stores. Good salary and prospects. 392/382, London Office of this Paper

**QUALIFIED Manager** wanted December or earlier, business in market town; present manager with us six years, shortly being called up; must be exempt or over military age. Retail, Dispensing, some N.H.I. and agricultural; pleasant district; easy hours. Sunday duty practically nil; interview desirable. Salary required and full particulars in letter, please. H. J. Heyhoe, Ltd., Market Place, Fakenham, Norfolk.

**QUALIFIED Lady or Gentleman,** exempt from military service, to manage branch shop. Please give particulars of experience, references and salary. Davies, 59 Dudden Hill Lane, Willesden, N.W.10.

**REGULAR** employment available to Women Pharmacists in the London district. Good knowledge of N.H.I. work essential. Promotion available to suitable applicants. Apply, 392/391, London Office of this Paper.

**SAVORY & MOORE, LTD.,** have vacancies for Junior Unqualified Assistants—male or female—in their country branches at Weybridge, Gerrards Cross and Beaconsfield. Comfortable positions in pleasant surroundings. Full particulars by letter only: age, height, experience, salary expected, and when free to H. F. Stapley, 61 Welbeck Street, London, W.1.

**SURGICAL Stores.** Salesman wanted. Duties would be taught to adaptable applicant. 392/386, London Office of this Paper.

**TAYLORS British Chemists** have several vacancies in the London area for Assistants, male or female. Permanent employment under good conditions. Apply by letter giving full details to Retail Staff Manager, Taylors British Chemists, 70 Vauxhall Bridge Road, S.W.1.

**WANTED,** Qualified Chemist as cover, strictly honest, and capable of Dressing Windows. Write stating age, experience, salary required, when able to commence duties, to "K," 80 High Street, Camden Town, London, N.W.1.

**WANTED,** Qualified Male or Female for Branch. Easy hours, chiefly Dispensing; assistant kept. Permanency; No Sunday or Holiday duty (elderly not objected to). Full particulars, salary, etc. Slaughterers (Chemists), Ltd., 351 High Road, Ilford, Essex.

**YOUNG Lady Assistant,** qualified, required for Dispensing department. Send particulars and salary required to H. E. Brown, Ltd., Chemists, Hesse, Yorks.

### WHOLESALE

**EXPERIENCED Representative,** not liable for military service, required by well-known manufacturing chemists. Must have car and good knowledge of retail chemists North London, Home and Eastern Counties. Write giving age and full particulars. 392/378, London Office of this Paper.

**EXPERIENCED Accountant** (male or female, exempt from military or industrial call-up) required by manufacturers in Willesden Green. Five-day week, forty hours. Applicant must be fully capable to keep full set of books, handle collection letters, prepare monthly trial balance, costings, etc., and able to type. Write full details, age, nationality, actual office experience and salary required to 392/383, London Office of this Paper.

**GENATOSAN, Limited,** have Vacancies for Qualified Propagandists on their outside staff, either sex, but male applicants should be exempt from military service. Applications in own handwriting should give fullest particulars, including details concerning education, training, experience, age and health. Selected applicants may later be taken on the permanent staff. Mark envelopes "Propagandist," and address to General Sales Manager, Genatosan, Ltd., Loughborough.

**INVOICE Clerk** required for London Wholesale Druggists. Write, stating experience, etc. 365/381, London Office of this Paper.

**LADY Pharmacist** required by Scottish Wholesale House, preferably with some knowledge of making and sterilization of hypodermic solutions. Please state age, experience, and salary desired. 392/389, London Office of this Paper.

**MEDICAL Representative** required to visit Doctors, Dentists, and Hospitals. Please apply giving particulars, age, experience, etc., 392/387, London Office of this Paper.

**SALESMAN** required. First-class Salesman wanted for Home and Eastern Counties to call on Chemists and to carry nationally advertised Pharmaceutical product. Must be experienced and energetic. Salary, commission, expenses and permanency to the right man. Write 392/380, London Office of this Paper.

## SITUATIONS WANTED

### RETAIL (HOME)

**DISPENSER,** Lady Hall Qualification, would combine Housekeeping for Doctor or Chemist, but residence not essential. Free now. 392/384, London Office of this Paper.

**MANAGER or Assistant.** Adaptable, energetic worker. Exempt. London district preferred. Would take wholesale or locum position. Wells, 46 Fieldsend Road, Chesham, Surrey.

### LOCUMS SEEKING ENGAGEMENT

**EXPERIENCED** qualified Locum; free November 17. Short or longer period. Radix, Eaton, 37D West Street, Hertford.

### WHOLESALE

**ADVERTISER (37),** Manager/Foreman, experienced in most branches of manufacturing trade, especially packed goods, seeks position needing reliability and initiative. CDB/826, London Office of this Paper.

**EXPERIENCED Business Man (30),** exempt, desires post as Representative. S.W. England preferred. Own car. Proprietaries or Sundries. 392/392, London Office of this Paper.

**FULLY Qualified Lady Cosmetic Chemist,** long experience all branches, desires to contact important firm who appreciate initiative and progress. Exceptional references. 392/388, London Office of this Paper.

**NATIONAL Work,** export, home warehouse stocks, D.D.A.'s Poisons, etc., wet, drys. Thirty years' experience. 12 Tasmaia Terrace, N. 18.

**TRAVELLER,** connection amongst Chemists, Southern Counties, seeks additional suitable lines, commission basis. Car owner. Betterton, 47 St. Leonard's Court, East Sheen, S.W.14.

**WORKS Manager.—Advertiser,** ineligible, seeks position; experienced Soaps, Cosmetics, Perfumery, Pharmaceuticals, Compressed Tablets; now disengaged. 391/375, London Office of this Paper.

## BUSINESS OPPORTUNITIES

**ADVERTISER** is interested in purchasing outright or taking financial interest in medicinal proprietary article. Nationally-known line preferred but any line capable of wide distribution through national advertising considered. Send particulars in confidence to 392/379, London Office of this Paper.

**MANUFACTURERS** can undertake Tabletting. (Saccharin or Medicinal) up to 3 gr., using your own formulae and materials. Large or small orders executed. We can also undertake bottle-filling and all types of packing. 391/354, London Office of this Paper.

**TO CHEMISTS, etc.** Cosmetic grade raw materials (suitable proportions) for high-grade face powder, etc. Also Colour, Fats, Oils, Waxes, etc., in lots. Suitable only small manufacturer. Formulas given. Phone Malda 3241. 8 Devonshire House, High Road, N.W.6.

## FOR SALE

**BOTTLES** supplied in small quantities, suitable for hair-cream lotions: Cylinder, 4 oz, 4s. doz. Fancy bottle, 3½ oz., 3s. 3d. doz.; 5½ oz., 3s. 9d. doz.; all with corks only. 1-oz. clear glass jars for cream, etc., with metal screw cap, 2s. 6d. doz.; Round tins with lids, depth 3½ in., diameter 2½ in., capacity ½ lb. powder lightly packed, 2s. 3d. doz., 25s. gross; depth 4½ in., diameter 3½ in., capacity 1 lb. powder tightly packed, 3s. 3d. doz., 36s. gross. Cash with order. Carriage forward. H. S. Bottle Co., 29 Sherwood Hall, East End Road, London, N.2.

**CHERRY Teats, Valves, Cherry Soothers,** in "Latex," 25s., 21s., 36s. gross. Post paid. Cash with order. Minimum order £2. Edward Ferguson, "White Posts," Burrow Hill, Woking, Surrey.

**IN stock,** 200 gross of White Teats suitable for fountain pen fillers, eye-droppers, etc. CDB/824, London Office of this Paper.

**FACE Powder** for Sale. A limited quantity of pre-war good quality imported. Attractively packed to retail at 9d. Owner must dispose (now with H.M. Forces). Sample 9d. post free, or S.A.E. for prices. Marsh's, 63 Aughton Road, Birkdale, Southport

**LIPSTICK CASES.** Moulded bakelite styptic pencil cases suitable for 11 m.m. refills, in black and mottled brown. 80s. per gross carr. paid, or would consider offers for total stock (about 25 gross). Thacker, Chemist, 8 Westbury Avenue, N.22.

**SODIUM PERCARBONATE,** 2s. 1b. Acid stearic, 3s. 1b £16 ewt., carriage paid. Spermaceti (refined), 2s. 6d. 1b. Cera. alb., 4s. 4d. 1b. Traganth, 15s. 6d. 1b. Zinc. oxide, 58s. 6d. cwt. Creta. Gall. (white), £1 17s. ewt. minimum. D. S. Rigby-Wood, 124a Northenden Road Sale Moor, Cheshire.

## MISCELLANEOUS

**FIRM** situated near London is now in the position to accept outside work for practically any type of grinding. Particulars and sample. 391/367, London Office of this Paper.

**SECOND-HAND Microscopes.** A large selection: instruments for all purposes, best makers; faultless condition; 3d. stamp for List. Chards, Specialists, Forest Hill, London, S.E.23.

**QUOTAS** required. Old-established firm desires to purchase quotas—Toilet preparations large or small. State quantities and price required. Box 464, Erwoods, Ltd., 30 Bouverie Street, London, E.C.4.

## BUSINESSES FOR DISPOSAL

**SURGICAL Stores** for disposal, situated in the West. A business which normally would never be in the market, but proprietor will be shortly conscripted. Sales consist chiefly of contraceptives. Turnover for past twelve months £1,450 (approx.). Extremely low overheads. Lease to run and renewable. Price £850. Also available, if required, a very small but highly profitable plant for the manufacture of surgical rubberware, including abundant supply of raw material. 391/372, London Office of this Paper.



**WANTED**

**A**UTOMATIC Tube-Filling Machine required, for small collapsible tube. Price and particulars, 392/385, London Office of this Paper.

**C**OPY of B.P. 1932, in good condition. Offers to Muller, 376 Great West Road, Hounslow, Middlesex.

**O**ILS/or Fats and Glycerine, also Block Stearine wanted. Box 56, Pool's, Brettenham House, Lancaster Place, W.C.2.

**S**TEARIC Acid. Supplies wanted. Spot cash. 392/381, London Office of this Paper.

**T**ABLET Machinery Wanted. Eureka Single Punch, hand or power; also Ointment Filling Machine. Write Commercial Advertising Service, Ltd., North Parade, Manchester, 3.

**W**ANTED by England's largest photographic dealers. All Miniature Cameras, extra lenses, and accessories, Rolleiflex, Leica, Contax, Ikontas, etc.; also films for Leica, etc. Will buy quotas. Wallace Heaton, Ltd., 127 New Bond Street, W.1.

**W**ANTED New derelict Cartons for foodstuffs. Approximate size 6" x 2 1/2" x 1 1/2". Details, 391/360, London Office of this Paper.

**W**ANTED Ascorbic Acid, Aspirin, Benzyl Benzoate, Methyl Atropine Nitrate, Papaverine, Phenacetin, Sulphonal, Theobromine, Theophyllin. Good prices paid for large or small quantities. 391/361, London Office of this Paper.

**W**ANTED.—Optical Test Case with full range of sights. Rimmed. Full particulars to Harris Ruudle, 51 High Street, Belfast.

**W**ANTED. Quince Seeds, Terpeneless Oil of Lemon, 2-drum vials, cork or screw neck; 1-doz. outers for 3-oz., 4-oz., 6-oz., 8-oz. and 16-oz. Medical Flats. Also any other useful outers, large size. Large or small quantities. CDB/827, London Office of this Paper.

**W**ANTED for Spot Cash: National and Remington Cash Registers, Personal Weighers (1d. in slot), Typewriters, Safes, etc. Any quantity entertained. A. B.M., Ltd., 4 Pinner Road, Harrow, Middlesex. Phone: HARrow 2598.

You need  
the

C. and D.

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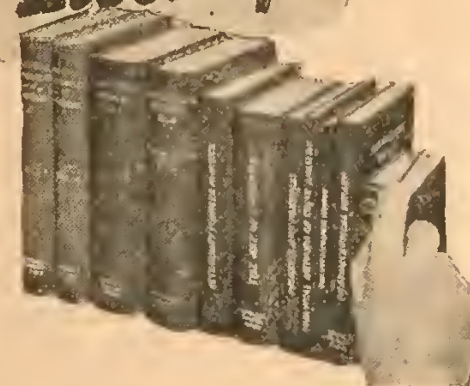
## STOCKTAKING?

Good Stocktakers are scarce. You can halve the labour and do the job quickly and efficiently if you use the C. & D. Stocktaking Pads

### C. & D. STOCKTAKING PAD

Price of Complete Pad, 2/6 post free from  
The Chemist & Druggist, The Pitman Press, BATH

## Technical Books for the Pharmacists' Library



### THE ART OF DISPENSING

The standard authority on the subject. New edition (1937), completely revised and up-to-date. 11/- post free.

### DICTIONARY OF MEDICAL TERMS

Concise yet comprehensive. A most useful book. 9/- post free.

### DICTIONARY OF SYNONYMS (incorporating Rouses' Synonyms)

Helps to solve problems which arise at inconvenient times. 5/4 post free.

### DISEASES AND REMEDIES

Temporarily out of print. A new edition will shortly be available.

### HANDBOOK TO PHARMACY

By William Kirkby, M.Sc. Invaluable for rapid reference purposes in dispensary or laboratory. 5/6 post free.

### LATIN FOR PHARMACEUTICAL STUDENTS

(Cooper and McLaren). An invaluable Latin course for students. Completely up-to-date. B/- post free.

### PHARMACEUTICAL BOTANY

A useful and easy introduction to this science. 5/6 post free.

### PHARMACEUTICAL FORMULAS, VOL. I

The most complete pharmaceutical formulary in the English language. 18/3 post free.

### PHARMACEUTICAL FORMULAS, VOL. II

The Chemists' Recipe Book. An amazing variety of tested formulas for cosmetics and preparations of every kind. 18/3 post free.

### PRACTICAL METHODS OF URINE ANALYSIS

A useful book written by an expert pharmacist and revised by an experienced medical practitioner. 4/6 post free.

### PRACTICAL PHARMACEUTICAL CHEMISTRY

(Appleyard and Lyons). A systematic practical course for pharmaceutical students. More than a guide to the chemistry of the B.P., this book teaches the rudiments of quantitative analytical chemistry by utilising the official processes. A practical and most useful guide. 6/10 post free.

### A TEXTBOOK OF PHARMACOGNOSY

(Denson). This well-known textbook provides a complete course in Pharmacognosy for the Chemist and Druggist Qualifying Examination, every aspect of the syllabus, both theoretical and practical, being covered. Important new material has been added and the requirements of the Addendum 1936 incorporated. No student sitting for this examination should be without a copy. 20/9 post free.

### THE PHOTOGRAPHIC CHEMIST

A helpful book for chemists commencing and carrying on a photographic department. 3/10 post free.

### THEORETICAL PHARMACEUTICAL CHEMISTRY

By C. G. Lyons, M.A., Ph.D. This book approaches the teaching of pharmaceutical chemistry from a systematic scientific point of view. Invaluable to students for the Qualifying or Preliminary Scientific examinations. 15/7 post free.

### TUTORIAL PHARMACY

A systematic course in pharmacy for students preparing for the Qualifying examination. An enlightened guide and practical help to every student of pharmacy. 18/- post free.

### WOOTTON'S CHRONICLES OF PHARMACY

A fascinating study of the evolution of pharmacy throughout the ages. Two volumes handsomely bound in maroon cloth. 13/6 post free.

### VETERINARY COUNTER PRACTICE

An indispensable work dealing with the ailments of horses, cattle, sheep, poultry, pigs, dogs, cats, etc., and appropriate remedies. The most useful book of its kind ever published. 10/6 post free.

### THE "C. & D." POISONS GUIDE.

The pioneer guide to the intricacies of the Pharmacy and Poisons Act, 1933. Authoritative, accurate and concise. 4/9 post free.

### THE "C. & D." PRICE LIST FORMULARY

A selection of good formulas for articles in every day request by the public. 2/6 post free.

### THE "C. & D." STOCKTAKING PAD

Halves stocktaking worries and enables stocktaking to be done quickly, cheaply and efficiently. 2/6 post free.

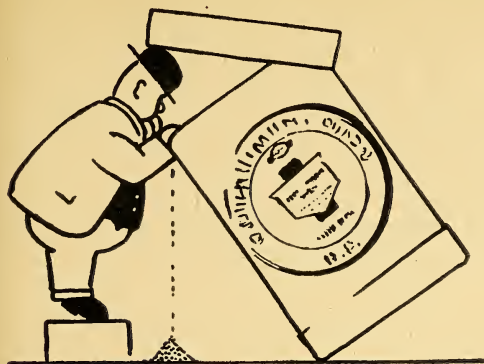
### SHOPS ACT CARDS

1/- each; 2 for 1/9 post free.

The above books have all been compiled by experts and will make valuable and profitable additions to your technical library. Your usual wholesaler can supply, or copies will be sent by return of post if you send remittance to

**THE CHEMIST AND DRUGGIST**  
**THE PITMAN PRESS - BATH**





WITHSTAND THE CLOSEST SCRUTINY

# Monsanto

MONSANTO CHEMICALS LIMITED · RUABON · WREXHAM · DENBIGHSHIRE

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EXPERTS



G.H. ZEAL LTD.

LOMBARD R'D, MORDEN R'D, LONDON, S.W.19

No higher in price than nondescript makes... Also—Household, Bath and Works Thermometers, the best of their kind.

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SALES THROUGH CHEMISTS ONLY

**Felsol** (Regd)  
BRAND  
**POWDERS**

STANDARD SIZE . . . Retail **2/10** (Inc. Tax) P.A.T.A.

LARGE SIZE . . . Retail **11/3** (Inc. Tax) P.A.T.A.

**BONUS TERMS.** One box on each dozen small boxes

Also assorted sizes, equivalent to retail value of one dozen small.

*These terms are not applicable in Eire*

**ALL WHOLESALEERS CAN SUPPLY**

*If you have difficulty in obtaining supplies, get into direct contact with*  
**BRITISH FELSOL COMPANY LTD., WIGTON HOUSE, 206 ST. JOHN STREET**  
**CLERKENWELL, LONDON, E.C.1** Telephone: Clerkenwell 5862. Cables: 'Felsol' Smith, London